

Catalog "A"  
THE BROWN FENCE & WIRE CO.  
CLEVELAND,  
OHIO.



# A REAL GUARANTEE BACK OF REAL FENCES

Most fence guarantees mean very little. Manufacturers and dealers are usually pretty sure to leave themselves a nice loop-hole from which to crawl out when complaints are made—and the buyer *must* be satisfied whether he wants to or not.

The Brown guarantee is honest, straight-forward, and right to the point. It means just exactly what it says—it is here in black and white and is not jumbled up with a lot of legal phrases.

Read it, and remember that Brown stands back of everything he says.

## MY PERSONAL GUARANTEE TO YOU.

The fact that we have been in the fence business for over 32 years—the fact that our advertising is accepted by over 125 different farm journals, most of whom guarantee their subscribers against loss through any advertisement—the fact that we have been growing constantly and that today we are the largest fence manufacturers in America selling only direct from factory, with over 400,000 customers on our books, should be proof positive that we will treat you fair and square.

In addition to the above assurance, we guarantee to you personally that every description of every fence and gate in this catalog is absolutely true to the article described—that we have not misrepresented one single item. We guarantee satisfaction to you in every respect. Should your order fail to come up to what you expect, write us fully and we will see that your claims are immediately adjusted to your entire satisfaction.

I ask you to hold me responsible for any claim we make. I want you to be a booster for Brown Fence, and will do everything reasonable to make you one.

*James Brown*  
PRESIDENT  
THE BROWN FENCE & WIRE CO.



*and What These Big  
Banks Say!*

**The Chuckland Trust Company**  
CAPITAL AND SURPLUS \$ 5,000,000.00

6 1/2 BOYF, ROBERT  
CLAREY MOUNT, SCOTLAND  
6 1/2 BOYF, ROBERT  
CLAREY MOUNT, SCOTLAND  
6 1/2 BOYF, ROBERT  
CLAREY MOUNT, SCOTLAND  
6 1/2 BOYF, ROBERT  
CLAREY MOUNT, SCOTLAND

**Capital and Surplus: \$ 5,000,000.00**

CLEVELAND, O.

JUNE 10TH, 1912.

TO WHOM IT MAY CONCERN:

THE BROWN FENCE & WIRE COMPANY, TO WHOM  
THIS LETTER IS GIVEN, HAS BEEN ENGAGED IN THE MANUFACTURE  
OF WIRE FENCING IN THIS CITY FOR A NUMBER OF YEARS AND  
HAS BEEN A VALUABLE CUSTOMER OF THIS COMPANY.  
WE CONSIDER THAT THE  
THE COMPANY ARE OF GOOD

WE CONSIDER THAT THE CERTAINLY MANAGING  
THE COMPANY ARE OF GOOD STANDING AND BUSINESS ABILITY.

VERY TRULY YOURS,

*Handwritten signature*  
 TREASURER

*These banks have known us for many years. They handle all our financial matters, and know that we are entirely responsible.*

*Read these two letters.*

**ONS & HOWE**  
18-5544770

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CLEVELAND, OHIO

JUNE 17th, 1912.

TO WHOM IT MAY CONCERN:

THE BROWN FENCE & WIRE COMPANY OF THIS CITY ARE LARGE MANUFACTURERS OF WIRE FENCES. WE HAVE KNOWN THIS COMPANY FAVORABLY FOR SOME TIME PAST AND ARE WELL ACQUAINTED WITH THE PRESIDENT, MR. JAMES BROWN.

WE ARE SATISFIED THAT THEY ARE RELIABLE  
PEOPLE WHO ACCORD THEIR CUSTOMERS FAIR AND HONORABLE  
TREATMENT. THE COMPANY IS WELL KNOWN AND ENJOYS  
AN EXCELLENT REPUTATION IN THIS CITY.

YOURS TRULY,

MCH/D

uly,  
Chas. H. H.



## What Publishers Say About Our Reliability

We advertise in over 125 different farm journals.

Below and in other parts of this catalog we reprint some of the letters we have received from editors and publishers of a few of these papers.

You can take the word of these gentlemen, or, if you prefer, write to the publisher of your paper and ask about us.

Gentlemen:—We have been carrying your advertising for a number of years and have never had a complaint from any of our subscribers and we assume that many hundreds of them have done business with you.

Very sincerely yours,  
Farmer's Wife.

Gentlemen:—We are pleased to say that during the several years in which we have carried your advertising, our readers have not made a single complaint of the treatment received at your hands. This certainly speaks well for reliability and demonstrates that you give your customers a square deal.

Yours very truly,  
Indiana Farmer.

Gentlemen:—It is with a great deal of pleasure that we are unable to recall, during the many years that you have advertised with us, ever having received a complaint or even a grumble from any of our readers concerning you as an advertiser in our columns. Yours very truly,  
Farm Life and  
Agricultural Epitomist.

Gentlemen:—Your company has advertised in the Farm Home for several years and your fence has given our readers good satisfaction. Your dealings with our subscribers and this office have been entirely satisfactory.

Very truly yours,  
Farm Home.

Gentlemen:—It gives us pleasure to say that our business relations with you for the past eleven years, during which time you have been advertised with us, have been entirely satisfactory. We presume you have received your full share of business from Farm Journal readers, and this business has been conducted to the satisfaction of our readers and ourselves alike. Wishing you continued prosperity, we remain,

Very truly yours,  
Farm Journal.

Gentlemen:—You have advertised with us for several years and during all that time we have never had any complaints from our subscribers, which goes to show that you must treat them right and give satisfaction. We have always considered your concern to be reliable and responsible, and that our subscribers would save money by buying direct of the manufacturer instead of through the dealer.

Yours truly,  
American Poultry Advocate.

Gentlemen:—We take great pleasure in stating that you have been a user of the columns of the Farm, Stock & Home for a great many years, and both your goods and business methods must have been satisfactory to all of our subscribers who did business with you, for we have never had a complaint on either account.

Yours very truly,  
Farm, Stock & Home.

Gentlemen:—The records of our complaint book bear evidence by the absence of entries against you that our readers are satisfied with your treatment, and the very fact that we carry your advertising is evidence that we ourselves believe in your honesty, as we couldn't afford to guarantee anybody who wasn't honest. Our experience has been that if any advertiser fails in any way to give a square deal to our subscribers we hear of it very promptly, for our readers rely strictly on our guarantee.

Yours truly,  
Successful Farming.

Gentlemen:—We wish to say that during the past number of years we have carried your advertising, we have not received a complaint as to the dealing with our subscribers. Your advertising has been good, clean copy and such as we have taken no hesitancy in using in our columns. Wishing you continued success, we remain,

Yours truly,  
Southern Ruralist.

Gentlemen:—We have always welcomed an opportunity to let our subscribers know that your company was in every way responsible, and we have yet to learn of a case where a farmer who placed an order with you by mail failed to receive entire satisfaction. We congratulate you on your continued success.

Yours truly,  
The Ohio Farmer.

If you would like to see what the Editor of YOUR paper says—Write us.





## Personal From Jim Brown To You

I AM not a literary genius. I don't know how to juggle words. I have certain things to say to you about Brown Fence and I am going to say them in just common, plain English, the kind that my father taught me and the kind that your father taught you.

I never went to college. My school has been the school of experience. I was born and raised on a farm and was taught from early childhood that "the truth, the whole truth, and nothing but the truth" was the real "golden rule".

I have been in the fence business for over 32 years. In that time I have been a dealer, a jobber, a manufacturer, and a salesman. I have learned some things about every angle of the business.

In 32 years of following one line, a man certainly must learn something about that line.

In that time I have learned what material it takes to make good wire; I have learned the exact science of mixing the perfect galvanizing spelter; I have learned from experience the most economical method of manufacturing. For example, with one of our specially built looms, we weave three rolls of fence at one time, where others weave but one or two—greatly increasing our capacity without increasing our manufacturing expense. And I have learned how direct-from-factory dealing saves big money for farmers, makes possible a tremendously large volume of business for us.

I know the profit the manufacturer makes on fence. I know the profit the jobber makes; I know the profit the dealer makes, and I know what the usual selling cost is on fence. And I have taken advantage of this knowledge in making and selling the Brown Fence.

You know that the best way to get from one corner of a field to another is to go "cross lots"—on a direct line. If you go in a circle or any other roundabout way, the distance is longer and it takes you longer to "get there".

It is the same in selling fence. A straight line is the shortest, cheapest and best way, providing the man you deal with has the reputation of being fair and square.

There are many ways in which a fence manufacturer can skimp on quality if he is so inclined. There are tricks to the fence trade as well as other trades. A manufacturer could save 5c to 10c a rod on fence and you could not tell the difference by looking at it. I am not going to say that anyone is doing it now, but you can judge for yourself by the

way ordinary fences have worn out, rusted out and broken down a year or so after having been put up.

Quality has always been my watchword. I would rather go out of business tomorrow than skimp on the quality of Brown Fence. Over 400,000 farmers are on my books as customers, and I can refer you to any one of them. If you order Brown Fence, I know I will be able to refer farmers to you.

While my prices are low, it is because we save money by buying materials in large quantities—paying spot cash—by selling fence in large quantities and by selling direct from our factory—not by skimping anywhere on the quality of wire or galvanizing.

No manufacturer is in a better position to manufacture quality fence as economically as The Brown Fence & Wire Co. Our plant is equipped with the latest labor-saving machinery and the men in our employ are all skilled in the art of making perfect fences. Our inspection system prevents any Brown Fence from going out defective. While this care costs us a good round sum every year, we feel that it is better to spend this money and be sure that every fence that we send to farmers is right and that there will be no dissatisfaction with Brown Fence.

Our guarantee is just a plain, straight-forward statement, without any "ifs", "buts" or "whereases". Now, I am going to tell you just exactly how Brown Fence is made; then I want you to look at the styles and prices carefully, pick out the Brown Fence that suits you best, send in your order, and I promise you perfect satisfaction in every way.

If anything goes wrong, write to me at once, and I will see that the matter is adjusted. I want every customer to be a booster for Brown Fence. I might mention that about 50 per cent of our business comes from the recommendation of Brown customers.

James Brown





# We Pay the Freight

**W**E PAY all the freight on 40 rods or more of Brown Fence. The prices quoted in this catalog are for fence laid down at your railroad station. You have nothing to pay after you send us the price of your order. You know just exactly what your fence is going to cost you.

Don't be influenced by the prices in any catalog unless they include the freight. Many farmers forget all about the freight. When the fence comes with a freight bill to pay, these farmers are disappointed—the fence wasn't as low-priced as they were led to believe.

It is quite natural for the manufacturer who doesn't pay the freight to make a small thing of the freight proposition. They know their fence values wouldn't look near so good if they added the freight to their prices.

For many years we quoted prices which did not include the freight, but we had so many complaints from our customers that we finally decided to pay the freight on 40 rods or more in all instances, and save our customers all the annoyance, overcharges and delays incident to sending goods freight "collect".

We found, after many years' experience, that the routing of the freight and the figuring of rates was a very complicated matter, requiring the services of a rate expert. Many shipments go over two or more roads and it takes a railroad knowledge to know which road is the cheapest and fastest. Often the shipment must be transferred from one road to another, and in many cases the charges are accidentally doubled on that account.

Our rate expert knows the "ins

and outs" of shipping fence. He is here to guard our interests, since we, and not you, pay the freight.

Many fence manufacturers quote freight rates in their catalog to certain shipping points, but you can be sure that they are careful to quote rates to **competitive** points where the charges are naturally lower.

You may live in a town 20 or 25 miles away from a **competitive** point, and the rate will be 25 or 50 per cent more per 100 pounds. If you pay the freight yourself, you may be charged double and not know it. You may file complaint with the railroad or the manufacturer, but you will most likely get little satisfaction out of either of them after you have paid your money.

After all, isn't it more satisfactory to know that you have paid a price for your fence and that you will have nothing further to pay? Isn't it more satisfactory to know that you will have no trouble with anyone on the freight question? Don't you think it the better plan to have the freight prepaid—to have no bother and no red tape?

Before you buy a rod of fence from a manufacturer who quotes F. O. B. Factory Prices, find out what his prices amount to with the freight bill added. Then compare that price with what Brown asks for fence that surpasses any other in quality.

Add the freight to their prices and compare them with ours, and see who gives you the best deal. Also remember that a man who tries to fool you on the freight question, is apt to try to fool you on other things.

# How Brown Fences are made —what they are made of and all other facts you want to know to help you decide

**I**N BUYING a fence, the first two things you consider are quality and price; then consider the man or company you buy from.

These three elements depend very much on each other for their importance. But most important of these is quality.

Fencing must be made of the right kind of wire, galvanized perfectly and put together by a tie just as strong as the wire itself.

If you had a friend in the fence business and you knew for certain that he didn't make good fences, no matter how much you relied on him—no matter how sure you were to get a square deal in every way—you would not buy from him if you wanted to get the best fence on the market.

We cannot impress upon you too forcibly the importance of quality. Upon quality depends value. Poor fence is not worth any price.

Make sure first of quality. Remember that quality fence must cost more to make and to buy, but is cheapest when cost is figured by the years of service. Remember that nearly any manufacturer can make a cheap, inferior, "low price" fence, but that it takes a knowledge of the business, gained only by experience—it takes an honest purpose, honestly carried through, and it takes the best obtainable raw material, the best class of skilled workmanship and the most economical selling methods to produce quality fence like the Brown—at prices that meet the figures asked for fence that cannot pretend to last half as long as Brown Fence.

It has always been the Brown policy to buy the best raw materials the market affords. We buy in immense quantities, and pay spot cash, obtaining every possible discount on price. These savings we pass along to our customers, since they are made possible only by our large volume of business. It is an extra sav-

ing over and above the amount of money saved by dealing direct with the factory.

Whatever purpose you need fence for—you will find the exact style in this catalog. Look through and read the descriptions carefully and note our prices **freight prepaid**. Then see what the dealer or any other manufacturer asks for the same style of fence that comes nearest to Brown quality. That is the comparison we ask you to make before you decide to buy your fence anywhere.

We do not claim to quote the lowest prices. Neither are our prices higher than others. But we do claim this: Quality for quality, size for size, and style for style, our values beat them all. Remember, it is what you get for what you spend that denotes the value received.

You can send a letter from one end of the country to the other for a 2c stamp. You would not pay more because you know full well that more is absolutely unnecessary, and you would not pay less, because you know that less would not accomplish your purpose.

In that respect, Brown Fence is the same as the 2c stamp. It is the **standard of value**. To pay more than our prices means a waste of money, just throwing money away. To pay less means that you are sure to get less. You will not accomplish your purpose.

We have economized at every point except quality. We use the latest labor-saving, money-saving machinery in the manufacture of Brown Fence.

The looms used in weaving Brown Fence are larger and wider than those used by other manufacturers. This practically triples our capacity without adding to our manufacturing cost. It enables us to make three widths of fence at one time instead of only one or two. One loom and one man do just as much work as



two or three looms and two or three men required in other factories.

It is just such economical methods as these triple-weave looms, which are carried throughout the Brown factory. It is just such time-saving, labor-saving appliances which do so much to lower our cost of production and which enables us to quote prices on the High Brown Quality that meets the competition of the low-priced, "cheap", skimpy, quick-rusting fences now on the market. It is just such machines, combined with the skill of our workmen, that has brought the capacity of the Brown Factory up to 32,000 rods of fence per day.

In all my 32 years in the fence business, I have never had a strike or disagreement of any kind with our workers. We don't want dissatisfied men in the Brown factory. Our men give us their very best efforts and we treat them fairly and pay them enough to keep them year after year, against the offers made by jealous other fence manufacturers.

It is important that you know just who you are dealing with. You not only want to know the company, but the man at the head of the company. His policy is the policy of the house. Upon him depends the honesty of his every employe—of every man under him in the institution. If his policy is right, the men under him are right. He will stand for nothing except absolute honesty. He will tolerate no unfair methods. He will make it a point to see that every customer gets satisfaction in every sense of the word. His motto will be, "The customer is ALWAYS right".

The Brown Fence & Wire Co. has over 400,000 satisfied customers throughout the country. These 400,000 customers have over 25,000,000 rods of Brown Fence on their farms.

Just stop and think of it! Twenty-five million rods means over 78,000 solid miles of fence, more than three times the distance around the world. And every rod of it giving splendid service and satisfaction. That, after all, is the best indication of quality,—we can give you the best you can find.

Every one of these customers ordered their fence from our catalog, just as I ask you to do, and every one of them was treated fairly and squarely, just as you will be.

If you ever have any complaint to make, you make it direct to me, not to any dealer or any agent, and I or someone here will see that your complaint is adjusted.

Every farm paper in which we advertise knows that we are responsible. Any commercial agency will tell you the same. Any bank in Cleveland, or anywhere, can testify to our sound financial standing, so that you need have no fear of doing business with us.

We have been in business for over 32 years, and expect to stay in business for many more years. We can do this only by continuing our policy of fair, square treatment to everybody.

Now let me tell you how the Brown Fence is made, so that you will know the reasons for its high quality. The prices speak for themselves.

## Hard, Stiff, Coiled Spring Wire



Many kinds of wire are used in fence building. Some fences on the market today are made of what is known as Bessemer Steel Wire. Bessemer steel contains considerable quantities of carbon, silicon, manganese, sulphur, phosphorus and other impurities, all of which are active rust-collecting agents. It is no wonder that fence wire made of Bessemer steel is so short-lived.

Many others use Common Open-Hearth wire. While this grade of wire has most of the impurities burned out, there still remains the phosphorus and sulphur, which less-

ens the efficiency of Common Open-Hearth Wire about 50%.

Brown Fences are made of Basic Open-Hearth Wire, the ideal material. It contains less than 1/10th of 1% impurities—an amount so small that Basic Open-Hearth Stock is considered practically free from all impurities. The Basic Open-Hearth Wire used in making Brown Fence is the result of nearly a lifetime's experience. It is of special texture—porous, yet hard, stiff and springy. It is not brittle. It is not soft. Even without the galvanizing, it would last as long as most other galvanized fences made.

In addition to the natural strength of this wire, it is coiled. Not merely crimped, understand, but coiled—so that it takes up all expansion and contraction.

It is a well-known fact that in warm weather a fence wire will expand. In ordinary fence wire, this causes the fence to sag and buckle. On the other hand, cold weather contracts fence wire. If no allowance is made for this contraction, the wire is apt to snap or pull the end posts out of place.

For the past 10 or 12 years farmers have been complaining of the poor quality of wire used in fences.

It seems that many manufacturers, in the wild scramble to make low prices, have skimped on the quality of wire and on the galvanizing. This has never been done by The Brown Fence & Wire Co., and never will be done. We have a reputation to maintain, and we will do it in spite of what anyone else does.

We believe that farmers would

much rather pay a few cents more per rod for fence that they know will stand up; fence that will give years of service, than to try to save a few cents by purchasing a fence made of Common Open-Hearth or Bessemer steel.

When I look at the prices some manufacturers are asking for fence that doesn't compare with the Brown in quality, I sometimes wonder what they would charge if their fence did equal the Brown.

Don't be fooled on the size of wire. Ordinary No. 9 wire, for example, has a breaking strength of 1,000 to 1,200 pounds, while Brown No. 9 wire has a breaking strength of 2,000 to 2,400 pounds. Yet, mind you, both of these wires are No. 9 gauge.

In other words, No. 9 ordinary wire will break quicker and easier than Brown's No. 10 or No. 11 wire.

It is easy to figure why Brown Fence is so much more durable than others, size for size, and gauge for gauge.

## Brown's Famous Double Galvanizing

There are many ways to galvanize wire. And there are many different kinds of galvanizing material. We could save thousands of dollars every year by using a cheaper grade of spelter mixture. But it would hurt the quality of Brown Fence and eventually injure the high quality Brown reputation.

I have been experimenting for 12 years on the galvanizing material alone. I have tried every fence wire made, just to see if any of them beat or even equalled the mixture we used. And I have never even found its equal.

But it isn't the quality of wire alone, nor the quality of galvanizing materials alone to which the rust-resisting qualities of Brown Fence Wire are due. It is the Brown process of applying the spelter mixture—the Brown method of double galvanizing, which has done so much to place Brown Fence in a class by itself. Let me tell you the interesting facts.

You remember how I told you that Brown Fence Wire is porous? There's a reason for that—a big, important reason. The porosity of the wire makes it absorb great quantities of spelter mixture, practically uniting the galvanizing with the wire itself—making it impossible for the galvanizing on Brown Fence to chip, flake, crack or peel off. But there is

another big reason for the perfection of Brown galvanizing.

Before being run through the molten zinc or spelter in the galvanizing vats, all the surface scale and dirt on the wire is carefully removed by dipping and washing in acid and water vats, after which the wire is put into or run through a furnace heated to the proper degree of temperature in order to absorb any remaining acid which may have a tendency to leave the material hard and brittle in spots. Then the wire is ready for the galvanizing vats. Now, here is the point:

The amount of zinc (galvanizing) that adheres to the wire is determined by the length of the vats as well as the speed the wire travels through the molten zinc and how hard or close the wire is wiped after leaving the molten metal in order to smooth the surface.

As our galvanizing vats are about double the length of those ordinarily used, and as we run our wire through the molten zinc at about half the speed, it can be readily understood why our wire contains galvanizing double the thickness of the common grade of fence wire.

Then, again, our weaving machines for making the fence are so perfectly designed and built that we are able to use wire heavily coated with zinc without danger of the galvanizing

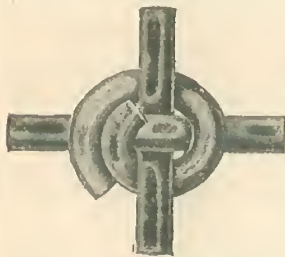


cracking or flaking off while going through the machine, which in reality is the difficulty in producing a rust-resisting galvanized wire fence by most manufacturers today. Such a thing cannot occur in the Brown factory, but if it should, the fence would never be sold, because our inspection system would prevent its leaving the factory.

These facts can be proved by anyone who visits the Brown Factory. We claim—and have proved that Brown Fence outlasts any other fence made. The reasons are explained above. Four hundred thousand farmers have proved our statements. Twenty-five million rods of Brown Fence have demonstrated the truth of our claims.

## A Wonderful Lock

It takes more than perfect wire and perfect galvanizing to make fence durable. While the wire itself might



resist every element of rust and wear—if the wires are not held rigidly together, they lose all their value as fences.

When you buy fence

to keep stock where you want them, or for any purpose of division or protection, you want fence that stands up straight and trim for years.

While it costs us more to galvanize Brown Fence wire by our double process, we insure the satisfaction of our customers by paying the extra price.

We are satisfied to cut our profit down to the minimum in order to do this. Where other manufacturers are satisfied to quickly wash a coat of spelter on the wire, we are satisfied with nothing but this double galvanizing process.

Galvanizing that is quickly washed on is quickly washed off. And when the galvanizing wears off, rust soon attacks it, and the first thing you know, you have a mass of tangled wire on your fields instead of a straight, trim, strong fence.

The lock or tie is all-important. It is the very life of the fence. When the tie rusts out, wears out, or breaks—good-bye to the fence.

The tie must be made of material that is the equal of that used for the lateral and upright wires. Its weight and galvanizing must be the same. It cannot be smaller or any less in quality—or the whole fence is weakened. This is such a simple thing to figure out, it makes me wonder why any manufacturer would try to skimp on the lock, except for the sole purpose of producing fence for as low a price as possible, without regard to quality.



## Make This Galvanizing Test

We have mailed you a check for fifteen cents—and a sample of Brown Fence Wire. The money will pay for the Blue Vitriol and for the five minutes it may take you to make the test. We gladly pay for this. It is the best way to prove our confidence in the superiority of Brown Fence Wire. It is the best way to compare Brown Wire with others. Here is the test to make—the recognized test for all galvanized wire:

*"The sample selected should be dipped into a saturated solution of Sulphate of Copper at 60 Deg. Fahr.—and retained there one minute—it shall then be withdrawn and wiped dry; this process*

*should be repeated until the sample, when wiped dry, retains a reddish deposit of metallic copper. A good grade of Galvanized wire should stand three of these one-minute immersions before showing copper coloring, or else the test shows conclusively that the Galvanizing is not satisfactory."*

Mr. Fred Bowers, of Ridgway, Pa., writes.

"I tested your sample, also a sample I got here in a hardware store, and your wire stood more than double the dips in acid without turning red. So there is no doubt in my mind but your fencing is by far the better galvanized."

# SURE SIGNS of Highest Quality

**I** MIGHT talk to you for months and months and still be unable to convince you of the high quality and value of Brown Fence. But when I offer the testimony of some of the 400,000 Brown fence customers as evidence, no man can possibly doubt my word.

The letters below are simply selected at random from our files. I have thousands of other letters like this, which I should like to show in this catalog, but lack of space prevents me.

If you are still in doubt as to the quality and superiority of Brown Fence, it may be I have a customer near you, in which case, I will gladly refer you to him.

Write me if you want me to do that, but I think that the following letters are convincing enough to satisfy any progressive fence buyer.

Mr. E. C. Wood, Wells, Nevada,  
writes:

"Please send me latest catalog. I have used your fence for three years and I am satisfied that if properly put up, it can't be beat."

Mr. J. T. Carr, St. George, So. Car.,  
writes:

"I am very much pleased with the fence bought from you last year. It's easy to put up and owing to its stiff stays and coiled spring wire, requires fewer posts than any other fence I have used."

Mr. F. M. Himes, Bellington, W. Va.,  
writes:

"I have some of your fence that has been up for seven or eight years and it has never shown signs of rust yet."

Mr. W. H. Rice, County Judge, Mason Co., Maysville, Ky., writes:

"About six years ago I put up 120 rods of your fence and I like it better than any other wire fence I have. I am thinking of putting up about one mile more, so please send me latest catalog."

Mr. Chas. H. Dawson, Michigan City, Indiana, writes:

"I have some of your fence on my farm that has been up four years and it is now as good as when I first put it up."

Mr. Réginald Burroughs, Croome, Md., writes:

"Your fence is alright, I have nearly 300 rods of it on my farm and it is wearing better than any in the neighborhood. Your fence is on my dividing line and my neighbor, who put up the other half, used another make fence and both were put up at the same time. My fence is as good as new,—no rust on it, and his is nearly eaten up with rust."

Mr. W. A. Gardner, Bishopville, So. Caro., writes:

"I have built Brown fence right alongside of four other makes. The Brown is without question the best fence on the market and as cheap if not cheaper than any other make that I have ever used."

Mr. L. D. Whitehead, Allens Creek, Tenn., writes:

"The fence I ordered of you three years ago is standing well, though it has had rough usage. I have another brand of standard make of fence on the same line that has only been up two years which is badly demolished."

Mr. F. P. Green, Lonaconing, Md., writes:

"I have built 200 rods of the Brown fence and think it is the best fence I have ever seen."

Mr. F. D. Green, Watertown, N. Y., writes:

"Three years ago I put up some of your fence and am well pleased with it. Of all the other makes of fence that I have used, the Brown is the best I ever saw."

The Brumbaugh Company, James Creek, Pa., writes:

"Several years ago we put up some of your fence on our farm and it is standing the test so well that we are having many inquiries for it. Please send us latest catalog."

Mr. F. D. Watts, Troy, O., writes:

"Regarding the 200 rods of fence purchased from you, will say that I am more than satisfied and it looks to me that farmers ought to fence their waste land for pasture when they can get a fence like you supplied me for the price. Thank you for your kind treatment and prompt shipment."



# Free Loan of a Brown Fence Stretcher

**I**F you have no fence stretcher and do not care to purchase one from us with your fence order, you will be glad to learn that we have made arrangements to loan one to every Brown customer, free.

We are not satisfied with making the highest quality fences in the world—we are not satisfied to sell these high quality fences at our remarkably low prices. We go even further than that by loaning every Brown customer a special fence stretcher, so that the Brown fence will be put up right at the start.



Standard Stretcher

Price **\$3.25**

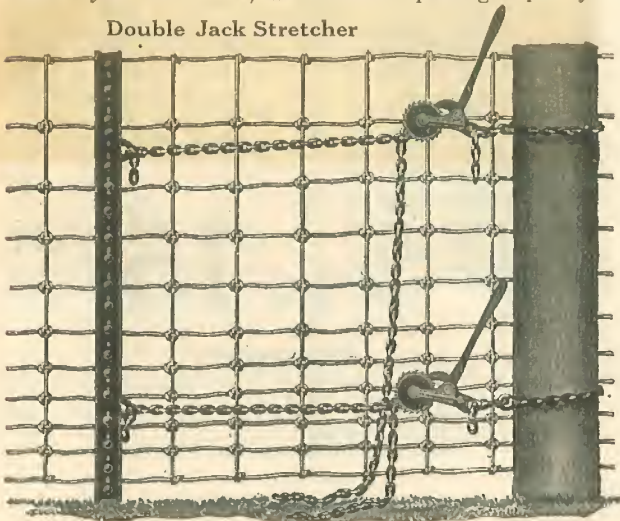
## How to Get the Stretcher

Simply add the price to your order and the Brown fence stretcher will be sent with your fence. When you return the stretcher to us, freight prepaid, we will return the money that you have deposited with us.

We cannot possibly loan any stretcher without the cost being deposited with us as a guarantee of the stretcher being returned after the fence is put up.

## Steel Clamp Bar Double Jack Stretcher

The stretcher illustrated at the top of this page is our Standard Stretcher and the one mostly used by our customers, and for many years has given splendid satisfaction for stretching any of our woven fences. We recommend it as being not only simple of operation and easy to handle, but one of the best stretchers made. Those, however, who prefer the Double Jack Stretcher for extra heavy work as well as long stretches, particularly for stretching our all No. 9 woven fences, we recommend our Steel Clamp Bar Double Jack Stretcher, which has a pulling capacity of 20,000 pounds. This



Double Jack Stretcher

stretcher consists of a steel clamp bar, 5 feet long, two jacks, four chains, the jack chains being each 10 feet long. This gives ample provision for making long stretches without making two hitches, as is usually done. The outfit includes a nut wrench and wire twister for splicing and a single wire hand stretcher.

PRICE  
**\$5.75**



# Two Big Specials In Brown Hog and Pig Fence!

Many  
of our  
Customers  
Stop  
and  
Buy  
Right  
Here!

**B**IG values start right here and you'll find them on every page clear through this catalog. Compare the quality and prices of these two splendid Hog and Pig fences with what your dealer or anyone else ASKS and GIVES and see how Brown beats them all.



WE PAY THE FREIGHT ON 40 RODS OR MORE

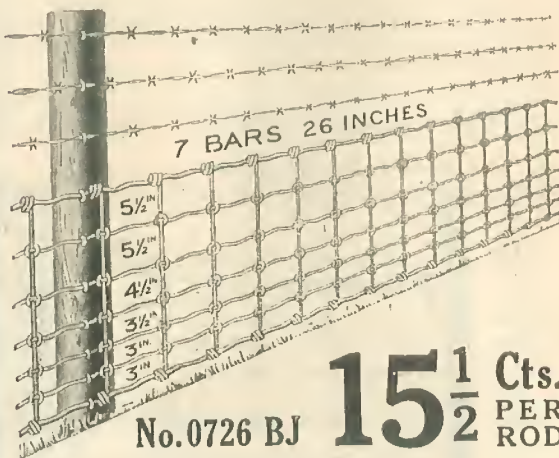


No. 0620 BJ

**14** Cts.  
PER  
ROD

#### Specifications:

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



No. 0726 BJ

**15 1/2** Cts.  
PER  
ROD

#### Specifications:

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



# Hog and Pig Fences That Have Stood Every Test



Saved  
6¢ Per  
Rod By  
Buying  
From  
Brown!  
Read This  
Letter!

Mr. A. E. Chase, Box 116, Davenport, Fla., writes:

"The fence I bought of you came in due time, was easily put up and is a fine looking and a very satisfactory fence. I saved 6 cents per rod by buying of you instead of a similar fence from a local dealer. Many who have seen my fence pronounce it the best in our locality."

Just three things make durable fences. Heavy wires, heavy galvanizing and stiff stays.



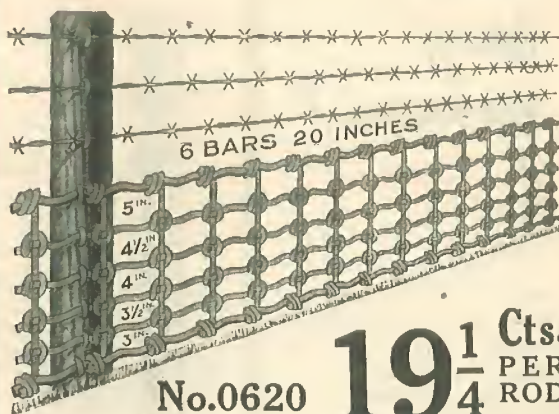
No. 620

**15 <sup>3</sup>/<sub>4</sub>** Cts.  
PER ROD

## Standard Specifications:

Top and bottom wires, No. 11; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 0620

**19 <sup>1</sup>/<sub>4</sub>** Cts.  
PER ROD

## Standard Specifications:

Top and bottom wires, No. 11; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





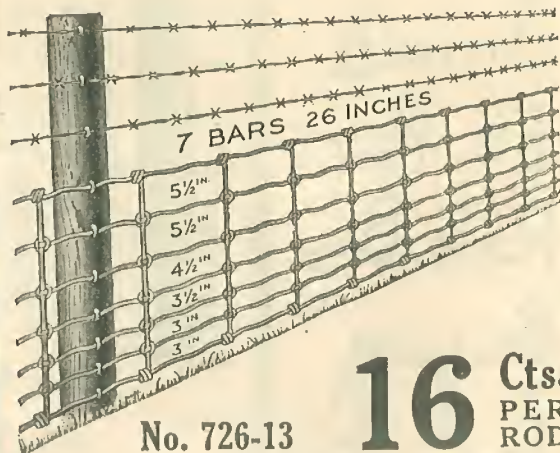
# Our Hog and Pig Fences Best Made for the Money

*No one  
can  
equal  
our  
quality  
or  
beat  
our  
prices!*

THEY cannot equal the quality, because they don't know how to make as good WIRE—because they don't know how to properly DOUBLE galvanize wire—because they don't have machines to WEAVE the wire without injuring the galvanizing. And Brown's prices are lower because he sells direct and pays the freight.



WE PAY THE FREIGHT ON 40 RODS OR MORE

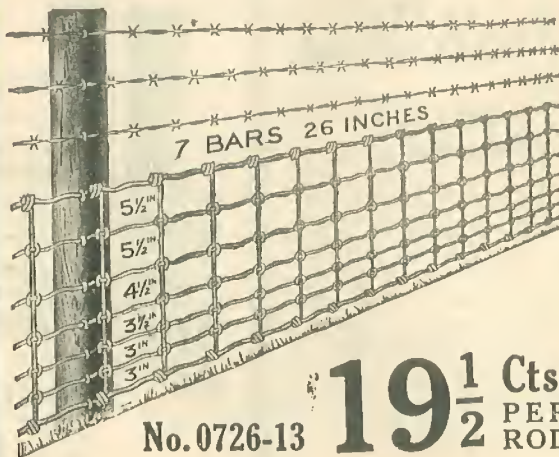


No. 726-13

**16** Cts.  
PER  
ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



No. 0726-13

**19½** Cts.  
PER  
ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



# Standard Hog and Pig Fence Unequalled at any Price

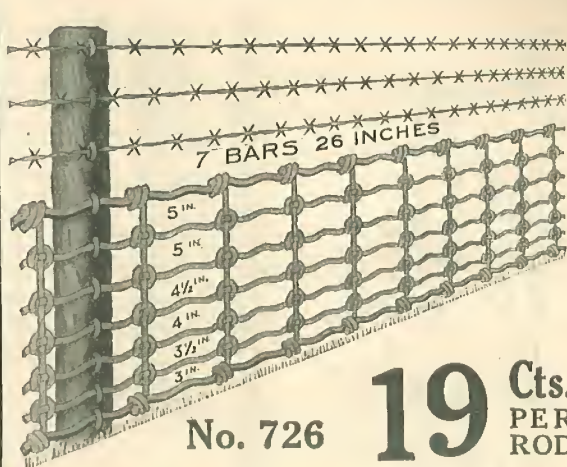


*Test  
the  
wire  
before  
you  
buy  
any  
fence*

J. K. Woodruff, of  
Kendallville, Indiana,  
writes:

"Your catalog with  
sample of wire received.  
I have made the acid  
test on that sample as  
well as some others. I  
find that your wire  
stands the test better  
than any other I have  
tried."

*Good Galvanizing is  
the life of the fence.  
Brown fence is double  
galvanized.*



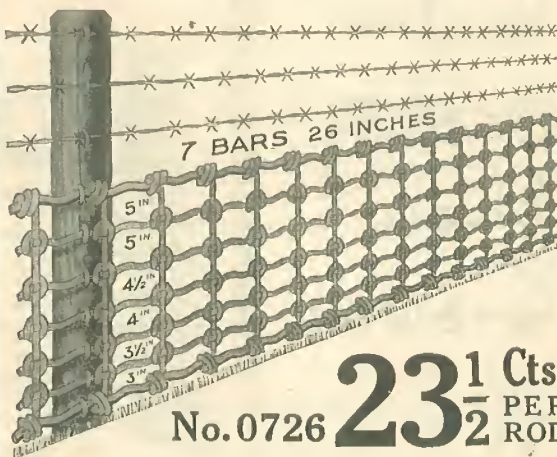
No. 726

**19** Cts.  
PER  
ROD

## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 12; stay wires, No. 12, spaced 12 inches apart.  
All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 0726

**23<sup>1</sup>/<sub>2</sub>** Cts.  
PER  
ROD

## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 12; stay wires, No. 12, spaced 6 inches apart.  
All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





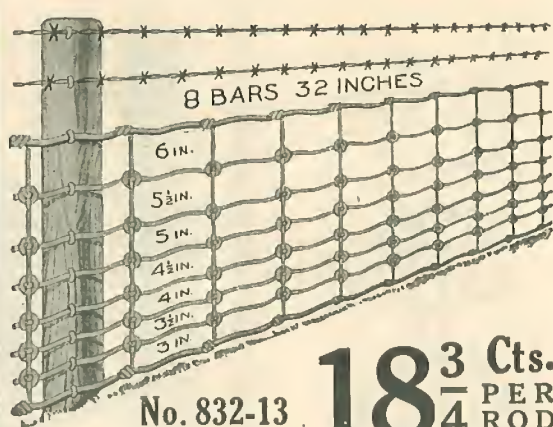
# Brown's Hog and Sheep Fences at Special Low Prices

*Say  
This  
To The  
Man  
Who  
Claims  
Higher  
Quality  
Than  
Brown's*

**W**ILL you let me  
test your wire  
in the same  
way I have tested  
Brown's? Then, if he  
agrees, make the test—  
and decide yourself.



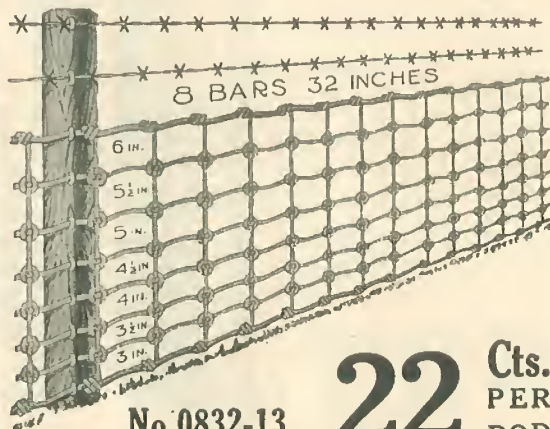
WE PAY THE FREIGHT ON 40 RODS OR MORE



**18<sup>3</sup>/<sub>4</sub>** Cts.  
PER ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



**22** Cts.  
PER ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



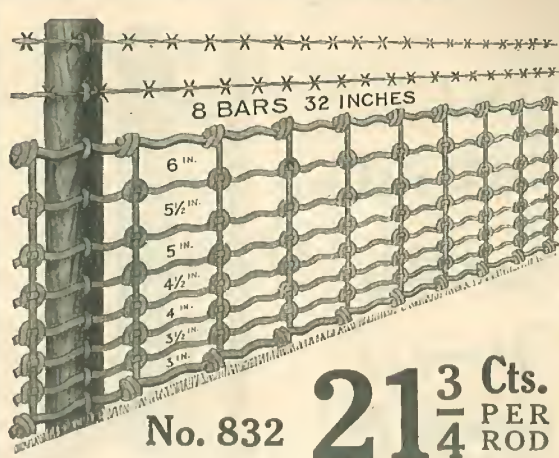


# Our Hog and Sheep Fences You Can't Find Greater Value

The  
Truth  
The  
Whole  
Truth  
And  
Nothing  
But  
The  
Truth

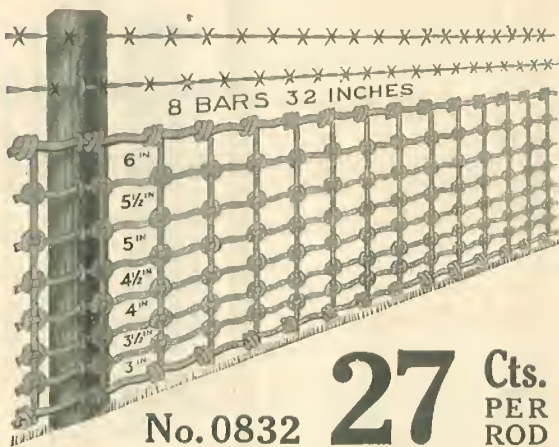
**T**HAT'S Brown's policy in a nut-shell. We might have sold poor fence to a thousand people, we might have sold an ordinary fence to 10,000 people—but we could never have sold over 25,000,000 rods of fence to 400,000 people unless our quality and prices were right in every way.

The best fences are stiff stay fences. Brown is the leading stiff stay fence



#### Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



#### Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





# Brown's Horse and Cattle Fence Right In Every Particular

An  
Interesting  
Letter  
From  
Wm C.  
Heiser

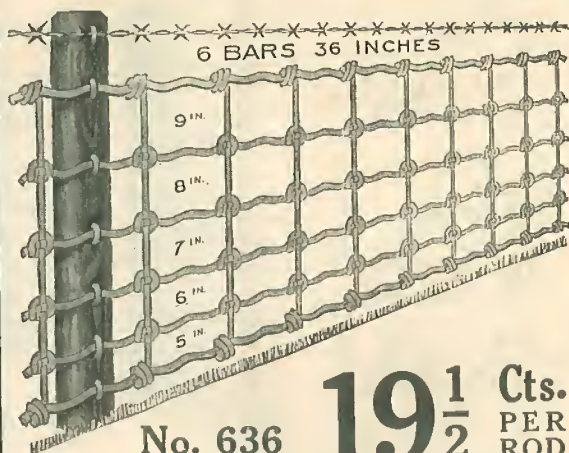
Mr. Wm. C. Heiser, R. R.  
No. 3, Box 470, Port Clinton,  
Ohio, writes:

"I have put up a great deal of fence, but have yet to find one that stretches better or looks neater than the Brown. When placed alongside of other fencing is where Brown shows off to advantage. The galvanizing does not chip off nor are the wires so brittle that they break as they do in some brands I have erected. Brown Fence is the best in galvanizing, in size of wires and in length of coil. Besides it is 4 to 7 cents per rod cheaper than any fence I know of."

*Brown fences contain not only big wires, but heavily galvanized wires as well.*



WE PAY THE FREIGHT ON 40 RODS OR MORE



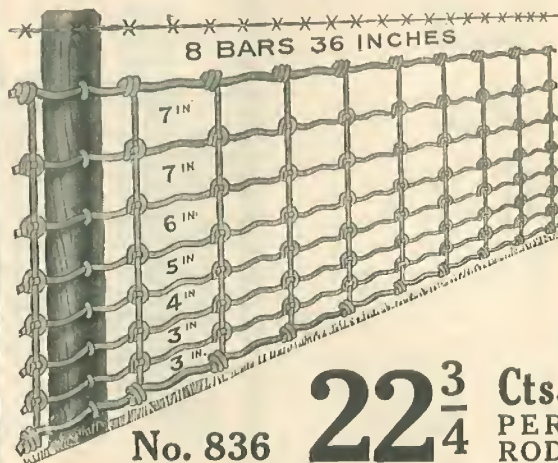
No. 636

**19 $\frac{1}{2}$**  Cts.  
PER  
ROD

## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 836

**22 $\frac{3}{4}$**  Cts.  
PER  
ROD

## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



# Two Popular Styles at Exceptionally Low Prices



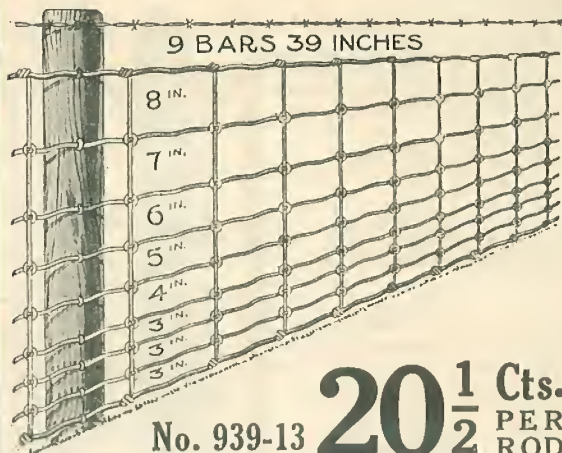
*Jack  
About  
Quick  
Service!*

**Q**UICK service is a hobby with us. In every case we aim to ship fencing the same day the order is received.

When you want fencing, we realize that you want it quick, even if you don't expect to use it right away.

We have the finest shipping facilities in Ohio, with direct connection to all points in every direction. You need have no hesitancy about any delay in our sending your order from our factory.

*Always  
Remember  
We Pay  
The  
Freight*

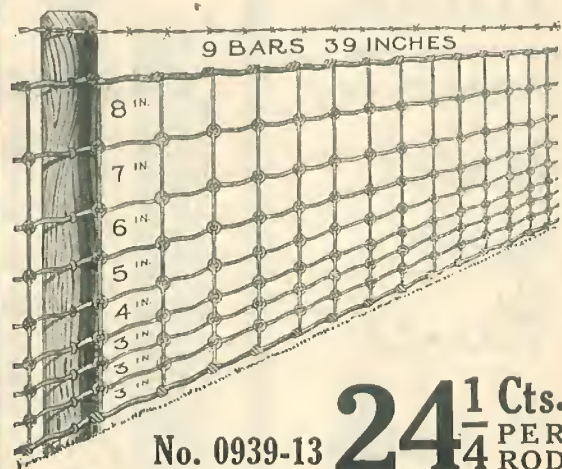


No. 939-13 **20 $\frac{1}{2}$**  Cts. PER ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 0939-13 **24 $\frac{1}{4}$**  Cts. PER ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls





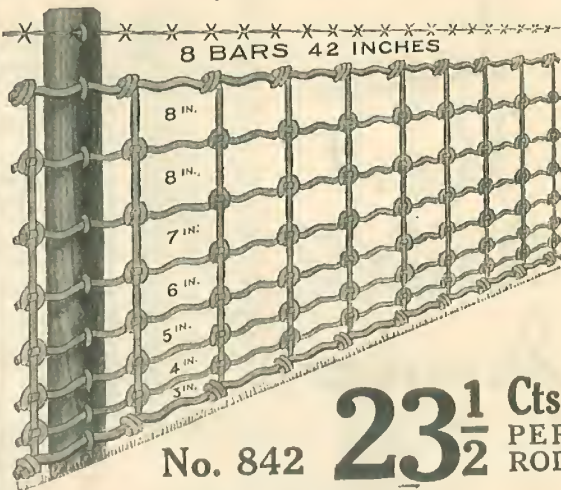
# Brown's General Purpose Fence---A Fine Division Fence

**B**ROWN'S fence is sold only direct to you from factory. You pay only one small profit---you pay only for quality. No one gets a "rake-off", because no one adds to the quality of Brown Fence and no one can. Why should you over-pay 3c to 5c per rod just for the "privilege" of doing business with a dealer? You are more to yourself than the middleman. Treat yourself right first---then think of the dealer and other middlemen.

*Cheap, light, twisted or wrapped cross-bars shorten the life of your fence.*

Brown  
Knows  
How To  
Make  
good  
Fence

and  
DOES  
it!

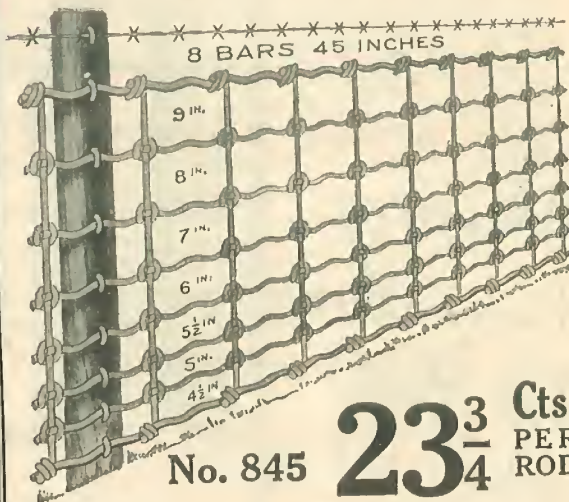


No. 842 **23 $\frac{1}{2}$**  Cts. PER ROD

#### Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 845 **23 $\frac{3}{4}$**  Cts. PER ROD

#### Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



# Brown's General Purpose Fence--Two of Our Best Sellers

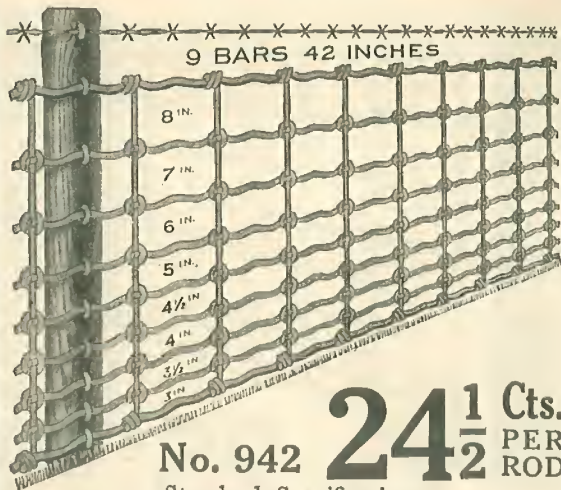


Three  
Times as  
good--for  
Half the  
Price!  
glad He  
Bought  
from  
Brown!

Martin Schupp, Davenport, Iowa, writes:

"I think the fence I bought from you will outlast three times the fence they sell here for about double the price. Am very glad you got my order, as I saved quite a little money and got a much better fence."

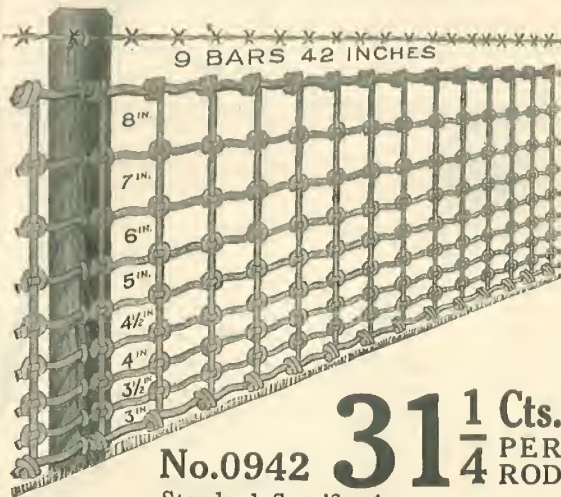
*Stiff stay wires prevent sagging between posts. Brown is a stiff stay fence.*



Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

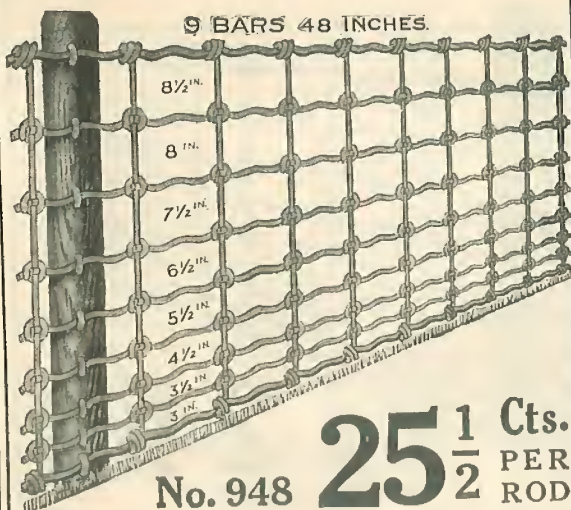
Made in 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





# Brown's General Purpose Fence--4ft. High--Bargain Prices



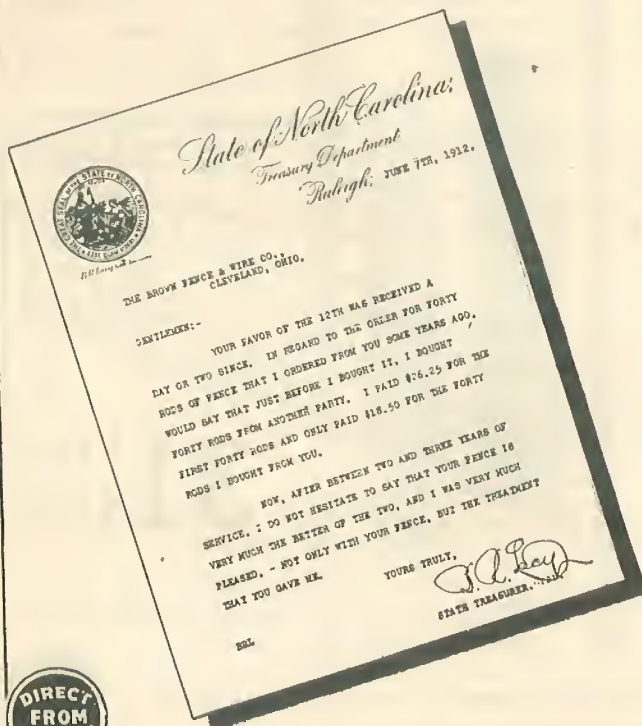
No. 948 **25  $\frac{1}{2}$**  Cts. PER ROD

## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls

*It Can't  
Be Beat  
For Value*



*Read This  
Remarkable Letter  
from a man  
whose word  
You cannot  
question!*





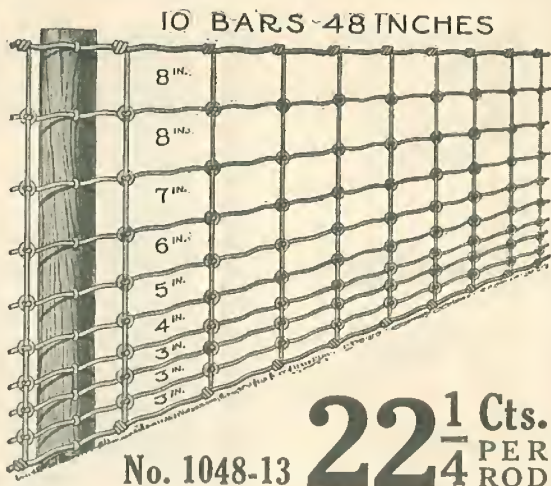
# Four Foot Brown Fences at Rock-Bottom Factory Prices



Don't  
Argue  
With  
The  
Freight  
Agent

WE PAY the freight here on all shipments of 40 rods or more. But if for any reason the freight agent should insist upon you paying any freight charges, don't argue with him—pay the bill and send his receipt to us. We will immediately refund you the money and take the responsibility of collecting from the railroad.

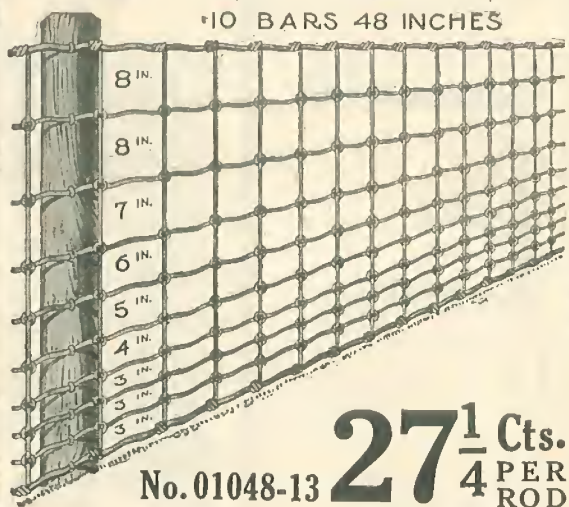
We  
Pay  
The  
Freight.



## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



WE PAY  
THE  
FREIGHT

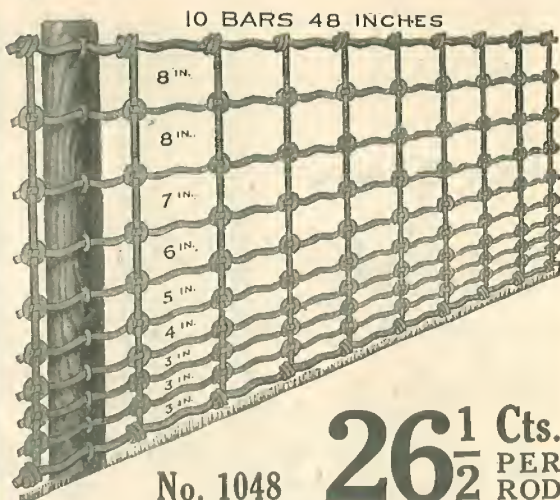
# Brown's Standard Farm Fence

## Our Most Popular 4-Foot Fence

No  
Poor  
Fence  
Was  
Ever  
Backed  
By a  
guarantee  
Like  
Brown's

**B**ROWN knows the merits of the fences he makes. He knows they can back up his guarantee—and he is safe in giving you this assurance of satisfaction.

DIRECT  
FROM  
FACTORY

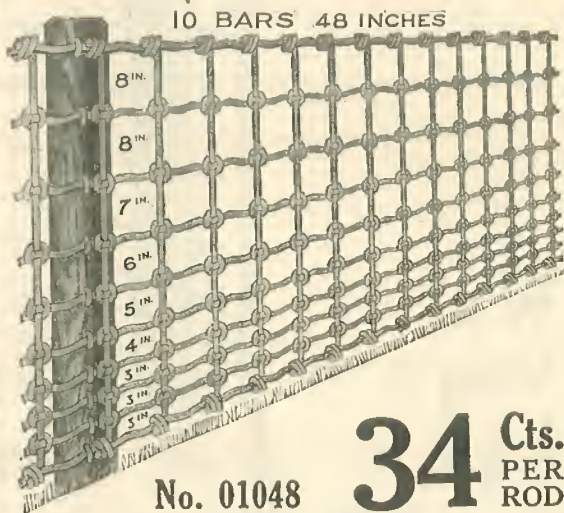


No. 1048

**26<sup>1</sup>/<sub>2</sub>** Cts.  
PER ROD

Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



No. 01048

**34** Cts.  
PER ROD

Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



# Brown's General Purpose Fence--Horse High--Stock Proof

WE PAY  
THE  
FREIGHT

## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls

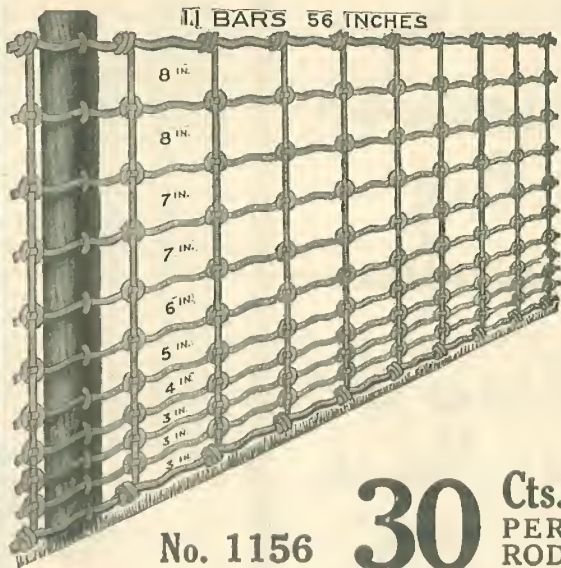
Read  
This

Mr. Samuel F. Moyer, Stouchsburg, Penna., writes:

"The fence I received from you five years ago is just as good today as the day I put it up. My neighbor put up a fence he bought from another company three years later and his fence is all over rust, but he says he wants your fence next time. Your fence saved me 5 cents on every rod, besides it will last so much longer. A nearby neighbor bought some of your fence two years ago which is in fine condition."

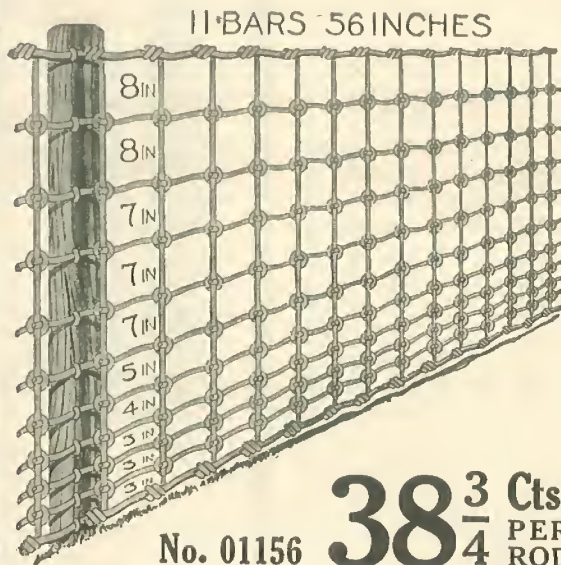
## Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



No. 1156

30 Cts.  
PER  
ROD



No. 01156

38 <sup>3</sup>/<sub>4</sub> Cts.  
PER  
ROD

WE PAY THE FREIGHT ON 40 RODS OR MORE

DIRECT  
FROM  
FACTORY



# Poultry Proof Stock Fence

*Really  
Received  
a Big  
Bargain—  
Says The  
Rev. A. M.  
Jaschke!*

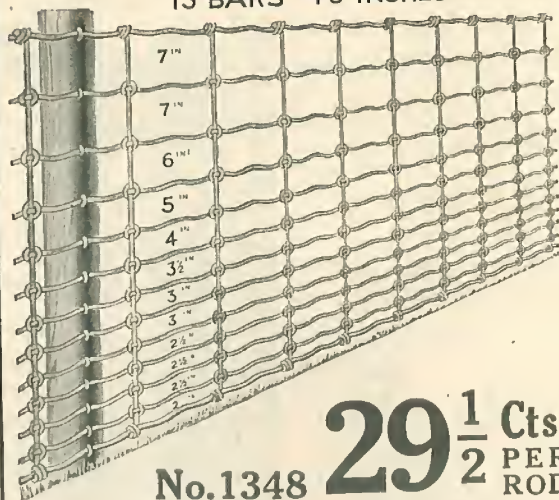
Rev. A. M. Jaschke,  
Grantfork, Ill., writes:

"The 50 rods of fencing which I bought of you are put up and every Sunday and during the week some of my parishioners, always interested in what their pastor does—especially outside of the church—are inspecting it closely. I myself am by looking around and asking questions, more than convinced that, considering quality, I really received a bargain."



WE PAY THE FREIGHT ON 40 RODS OR MORE

13 BARS 48 INCHES



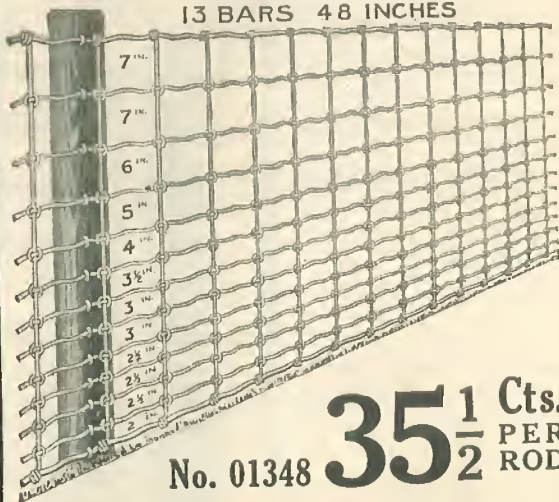
No. 1348 **29 $\frac{1}{2}$**  Cts.  
PER ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

13 BARS 48 INCHES



No. 01348 **35 $\frac{1}{2}$**  Cts.  
PER ROD

## Specifications:

Top and bottom wires, No. 9½; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls



# Brown's EXTRA HEAVY Poultry and Stock Fence



No. 1849

**40 $\frac{1}{2}$**  Cents  
Per Rod

THE size and quality of the wire in these two fences is the same as used in all our standard farm fences.

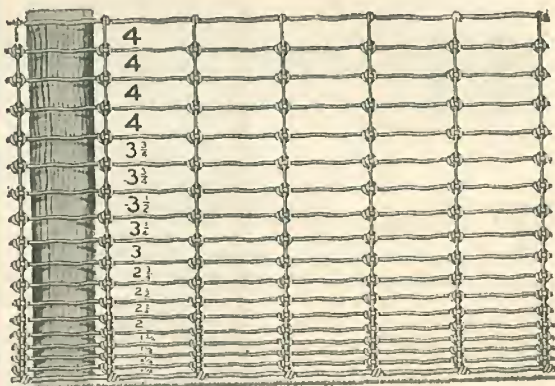
They are made to supply those who desire an extra close spaced poultry proof fence with material heavy enough to turn all kinds of farm stock. We strongly recommend them as a general purpose combination poultry and stock proof fence, and for that purpose will prove to be the best fence purchase you could possibly have made.

*Buying fence direct is like buying land direct. You save the agent's commission.*

No. 01849

**48 $\frac{1}{2}$**  Cents  
Per Rod

18 Bars, 49 Inches

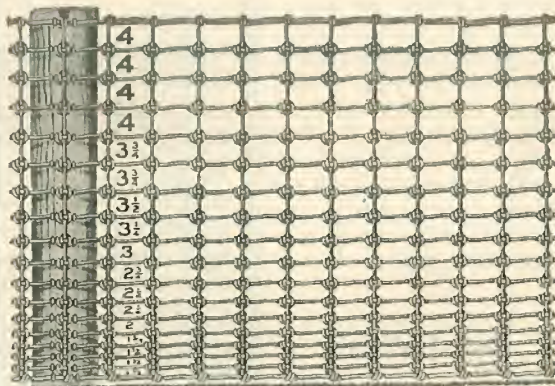


Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

18 Bars, 49 Inches



Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





# Brown's EXTRA HEAVY Poultry and Stock Fence

No. 2058

**44 $\frac{3}{4}$**  Cents  
Per Rod

**T**HESE two styles are the same as those illustrated on page 27, except being 5 feet high instead of 4 feet.

When you take into consideration the heavy material of which these fences are made, together with the extra close spacings, it must be evident that a fence of this kind will confine anything on the farm from a small chick to a bull. We have no hesitancy in recommending them as the best 5-foot general purpose fence money can buy.

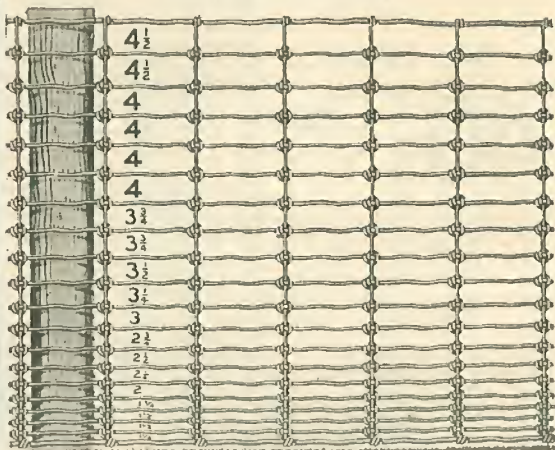
*A stiff stay fence erects easier, looks better and lasts longer than any other style.*

No. 02058

**52 $\frac{1}{4}$**  Cents  
Per Rod



20 Bars, 58 Inches

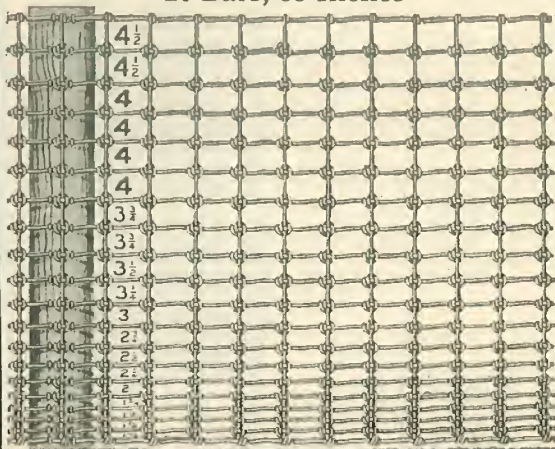


Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

20 Bars, 58 Inches



Standard Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls



# BROWN'S *EXTRA HEAVY* All No. 9-Wire Fences



**EVERY STRAND STANDS A BREAKING STRAIN OF  
2000 TO 2400 POUNDS**

**B**IG, massive wires, from top to bottom and as far as the fence stretches. Wires that it takes 2,400 pounds pulling strength to break! Wire that has twice the strength of ordinary commercial wire of the same gauge—wire that stands up and resists the elements year after year and for many years longer than ordinary wire. That's what Brown's Big Extra Heavy All No. 9 Wire means. Can you imagine a fence so strong? Think of a 6, 7, 8, 9 or 10 bar fence like that—every wire capable of withstanding a pressure of over a ton. Think how strong and durable such a fence must be.

In the preceding pages we have illustrated our STANDARD FENCES, among which can be found some style which is particularly adapted and especially made for enclosing shoats, pigs, sheep, goats, cattle and horses. They comprise our big sellers for two reasons: First, because they contain material of even heavier weight and better galvanized than most other standard woven fences made, and, second, because our prices save our customers big money.

While these styles will meet every fence requirement and be absolutely satisfactory, there is a growing demand for even heavier and stronger fences than our standard makes. And in order to meet this demand we have added several styles of Brown Extra Heavy All No. 9-Wire Fences to our list. These styles will be found on the following pages.

For horses and cattle yards, paddocks, corrals, branding pens or pastures, where an especially strong and massive fence is wanted—something that will be there like a stone wall for a generation to come—these fences with extra heavy specifications are recommended.

Your particular attention is called to the spacings between the cross-bars of these extra heavy weight all No. 9 fences as shown in this catalog, which spacings are in most styles, 6 inch for hog fences and 12-inch for sheep and cattle fences. On the other hand if you will carefully study the specifications covering No. 9 wire fences shown in some catalogs you will find the spacings between cross-bars 7-inch and 14-inch apart which fact should be taken into consideration when comparing prices with ours. The closer the cross-bars in any fence the more substantial, durable and efficient the fence will be and the farther apart posts can be set with better results because plenty of heavy stiff stay wires help support the fence between posts.

While fences with cross-bars 7-inch and 14-inch apart can be made and sold 2 to 3c per rod cheaper than the regular standard spaced fences yet in our judgment such fences are not nearly as good and we find most farmers who have had experience with these cheaper makes now prefer to buy the regular standard fences with cross-bars 6-inch and 12-inch apart such as shown in this catalog.

We also call your attention to the extra heavy weight of these styles which makes the freight charges a big item to be considered. We pay the freight right to your depot. Most other fence manufacturers do not. Their catalogs name f. o. b. factory prices, in which case you must pay the freight charges.



# Brown's EXTRA HEAVY All No. 9-Wire Fences

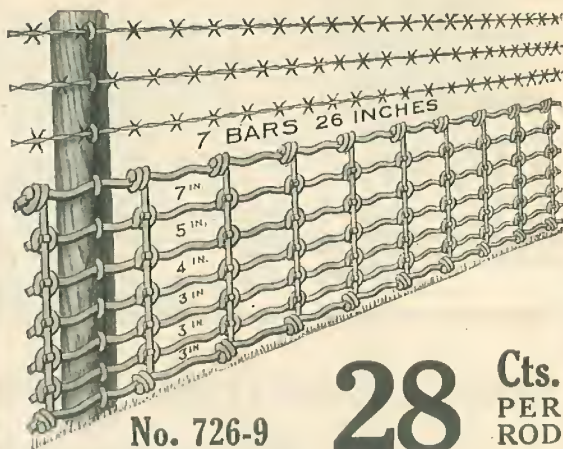
*Best  
you  
forget-  
We  
Pay  
The  
Freight-  
all  
of it!*

**W**HEN comparing our prices with others, remember to add the freight, if it must be paid by you. Don't let F. O. B. factory prices fool you into thinking you are getting a low price. We cannot impress this important point too forcibly.

*Watch the size of the stay wires in fences you buy. It's important.*



WE PAY THE FREIGHT ON 40 RODS OR MORE

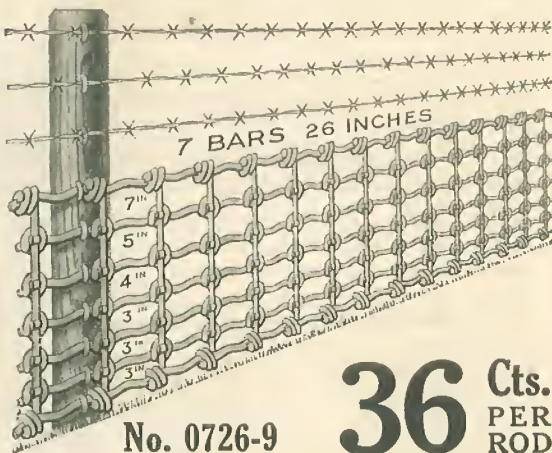


No. 726-9

**28** Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20, 30 and 40 Rod Rolls



No. 0726-9

**36** Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire. Made in 20 and 30 Rod Rolls



# Brown's EXTRA HEAVY All No. 9 - Wire Fences

WE PAY  
THE  
FREIGHT

Read what  
this  
Editor  
says  
about  
us

To Whom It May Concern:

We have carried in several of our papers and for a number of years the advertising of The Brown Fence & Wire Co. of Cleveland, O. We know the people behind this company personally and esteem them as gentlemen and business men. Our dealings with them have been most satisfactory.

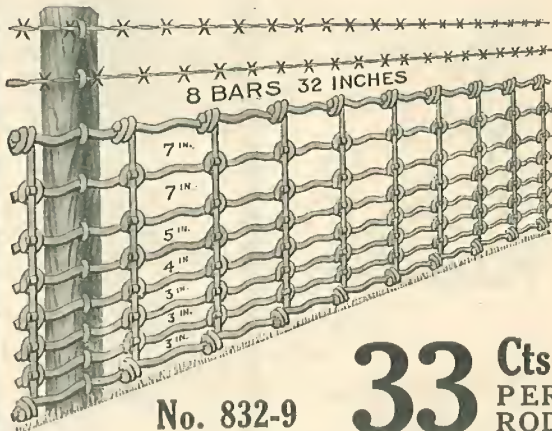
It has always been our conviction they make fence of the highest quality and that their methods of doing business are most satisfactory to their customers. They have done business with a large number of readers of our various papers and we have never had a line of complaint regarding them from any subscriber to any of our papers.

Farmers and others who are in the market for something good in their line can make no mistake in buying the product of The Brown Fence & Wire Company.

Respectfully,  
Arthur Capper.

Publishers—

Farmers' Mail and Breeze,  
Nebraska Farm Journal,  
Topeka Daily Capital,  
The Household,  
Kansas Weekly Capital,  
Missouri Ruralist,  
Missouri Valley Farmer,  
Poultry Culture.



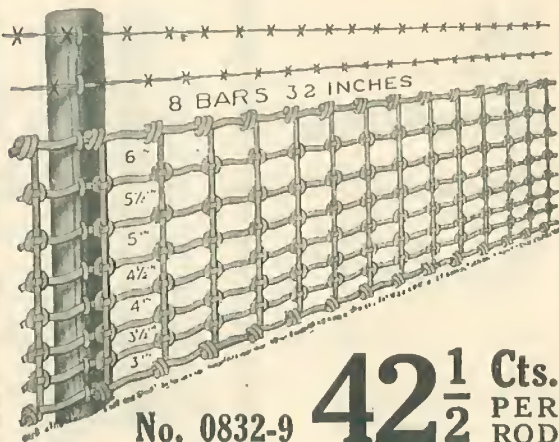
No. 832-9

33 Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 0832-9

42 1/2 Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20 and 30 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE

DIRECT  
FROM  
FACTORY



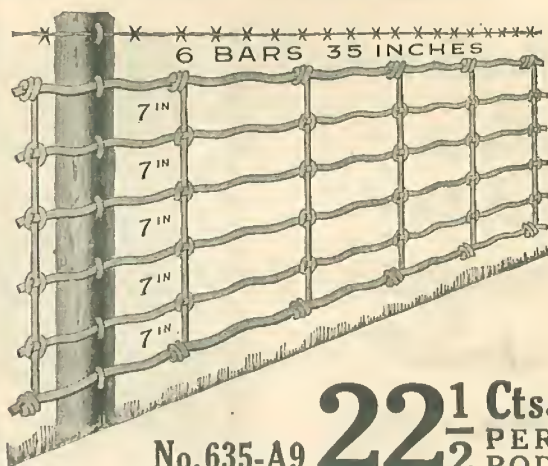
# Brown's EXTRA HEAVY All No. 9 - Wire Fences

*If  
you  
Only  
Knew—*

Yes!—if you only knew how much better Brown Fence is than others at the same price—and if you only knew how much more is asked for equal quality—it wouldn't take you long to order from Brown.

*If  
Brown  
Only  
Knew—*

Yes!—if Brown only knew you personally and could talk to you—you would like to deal with him—you would be convinced that he's here to give you more value for the same money—or equal value for much less money than others—saving you dollars either way.

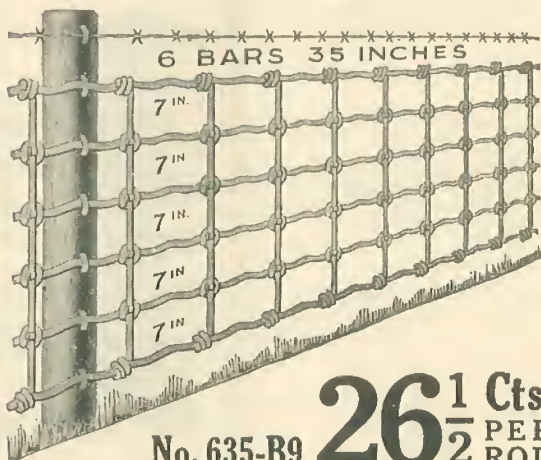


No. 635-A9 **22<sup>1</sup>/<sub>2</sub>** Cts. PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 635-B9 **26<sup>1</sup>/<sub>2</sub>** Cts. PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 14 to the rod. All Double Galvanized Basic Open Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



WE PAY THE FREIGHT ON 40 RODS OR MORE



# Brown's EXTRA HEAVY All No. 9-Wire Fences

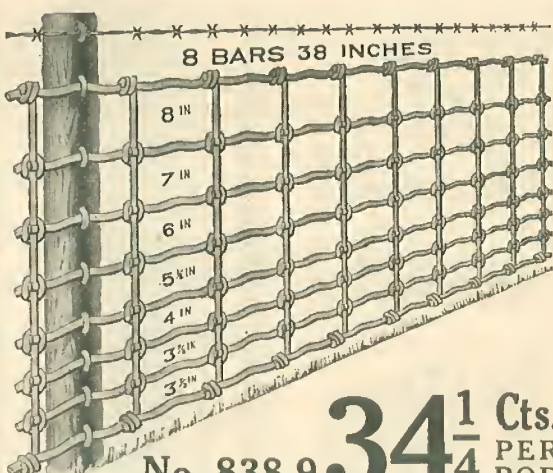


*Stands  
the  
galvanizing  
test even  
better  
than  
we  
claim!*

Anthony Bieszk, of  
Detroit, Mich., writes:

"I gave your sample  
the acid test you asked  
me to, and find that it  
stands the test even bet-  
ter than you claim. I  
also find your fence  
much cheaper in price  
than a whole lot of  
other makes."

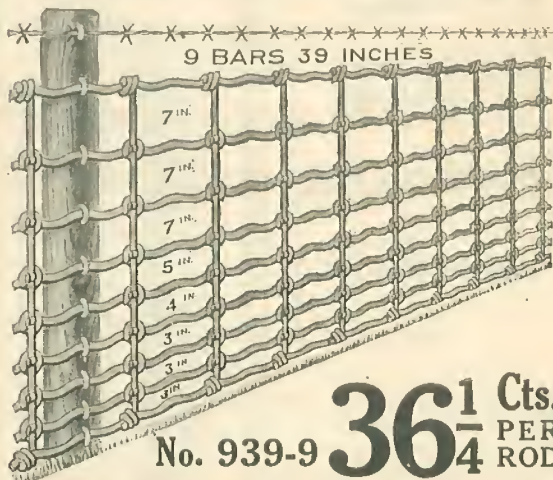
*Heavily galvanized  
fences last best. Brown  
fence is thickly galvan-  
ized.*



**No. 838-9** **34 $\frac{1}{4}$**  Cts. PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 9; stay wires, No. 9, spaced 12 inches apart.  
All Double Galvanized Basic Open-Hearth Wire.  
Made in 20, 30 and 40 Rod Rolls



**No. 939-9** **36 $\frac{1}{4}$**  Cts. PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 9; stay wires, No. 9, spaced 12 inches apart.  
All Double Galvanized Basic Open-Hearth Wire.  
Made in 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE

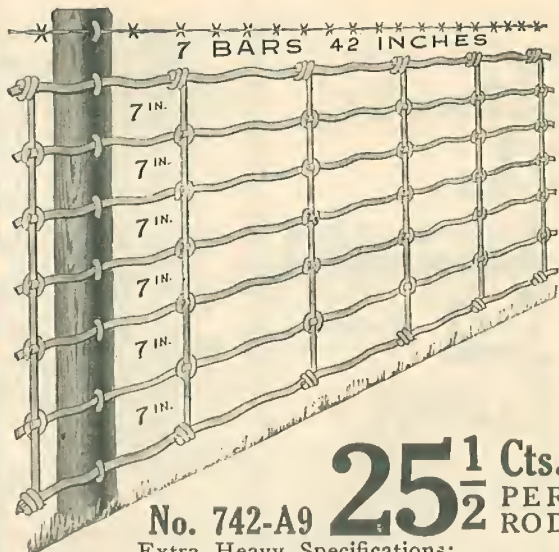




# Brown's EXTRA HEAVY All No. 9 - Wire Fences

Right  
Straight  
From  
Factory  
To you—  
These  
Prices  
Include  
Everything

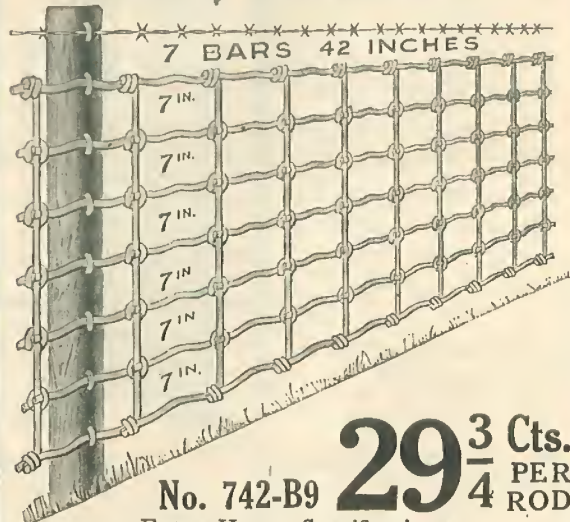
**F**REIGHT paid on  
40 rods or more—  
remember THAT  
when the dealer makes  
you think he saves you  
the freight. You have  
no other price to pay  
for Brown Fence than  
the prices quoted  
in this catalog.



No. 742-A9 **25 $\frac{1}{2}$**  Cts.  
PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 9; stay wires, No. 9, spaced 7 to the rod.  
All Double Galvanized Basic Open-Hearth Wire.  
Made in 20, 30 and 40 Rod Rolls



No. 742-B9 **29 $\frac{3}{4}$**  Cts.  
PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 9; stay wires, No. 9, spaced 14 to the rod.  
All Double Galvanized Basic Open-Hearth Wire.  
Made in 20, 30 and 40 Rod Rolls



# Brown's EXTRA HEAVY All No. 9 - Wire Fences

WE PAY  
THE  
FREIGHT

Double  
Galvanizing

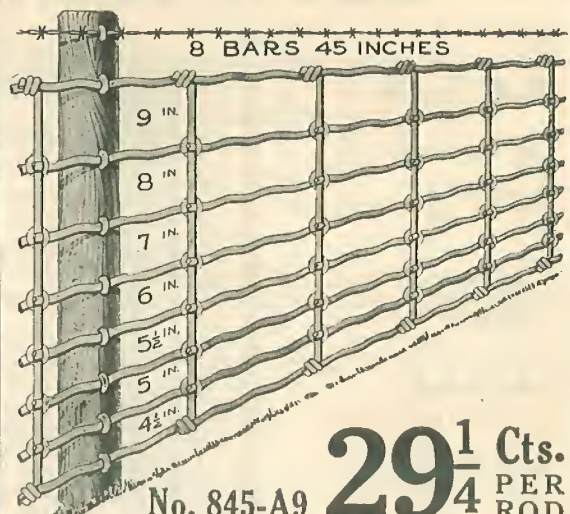
REMEMBER that the life of fence wire depends just as much upon the galvanizing as upon any other one feature. Remember that Brown Fence is double galvanized by a process which unites the special spelter mixture to the wire so that the galvanizing does not chip, crack, flake or peel off, protecting the wire from rust for years longer than the ordinary galvanizing.

Proof of  
The  
Pudding

AFTER all is said and done, the real proof of the pudding is in the eating. The real proof of fence qualities and values is what users say. Read this proof from a Brown Fence Owner.

Mr. H. F. Duenow, R. R. No. 3, Fergus Falls, Minn., writes:

"I will need about 300 rods of fencing this year. Two years ago I bought 240 rods of fence from you and was more than pleased with it."



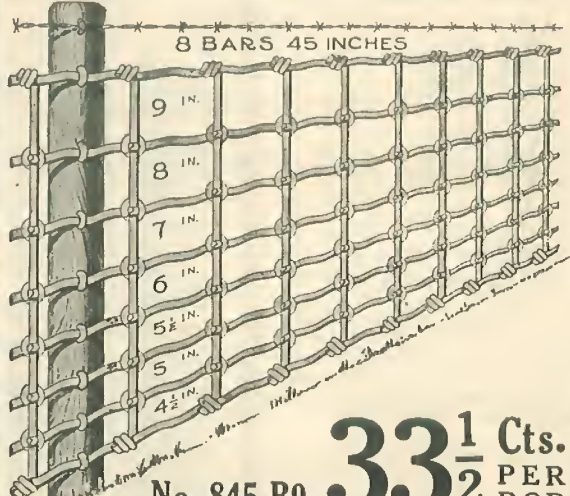
No. 845-A9

29<sup>1</sup>/<sub>4</sub> Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 845-B9

33<sup>1</sup>/<sub>2</sub> Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls

DIRECT  
FROM  
FACTORY



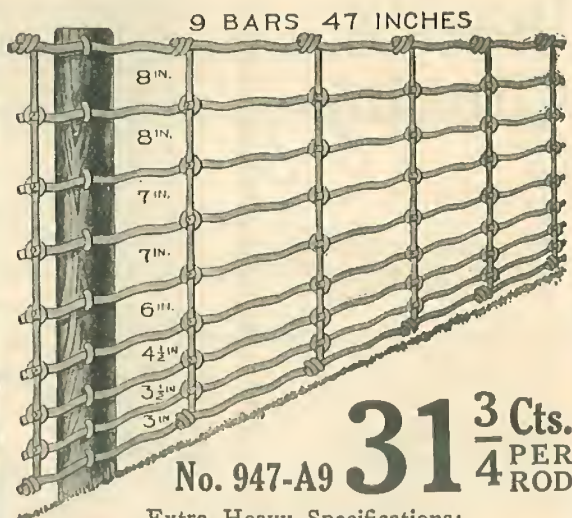
# Brown's EXTRA HEAVY All No. 9 - Wire Fences

Some  
Day  
you  
will  
write  
Brown  
a letter  
like  
this —

Mr. F. P. Green, Lona-  
coning, Md., writes:

"My son and I have  
used 200 rods of your wire  
fence. I have ordered an-  
other 100 rods this week.  
It is far superior to any  
other wire fence."

The dealer buys where  
he can do best. You have  
the same privilege. And  
don't forget, we pay the  
freight.



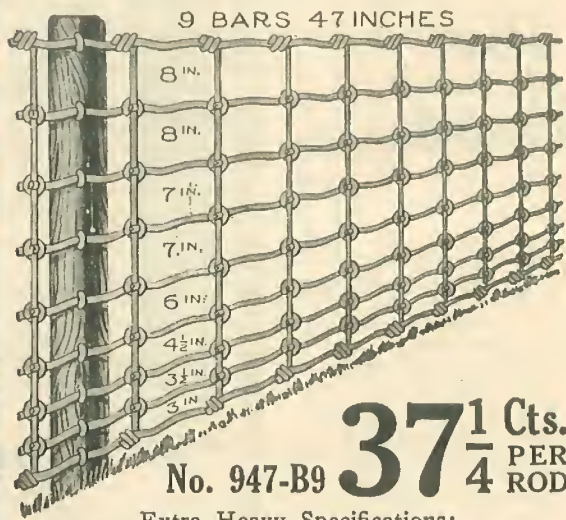
No. 947-A9

31  $\frac{3}{4}$  Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 9; stay wires, No. 9, spaced 7 to the rod.  
All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 947-B9

37  $\frac{1}{4}$  Cts.  
PER  
ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires,  
No. 9; stay wires, No. 9, spaced 14 to the rod.  
All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



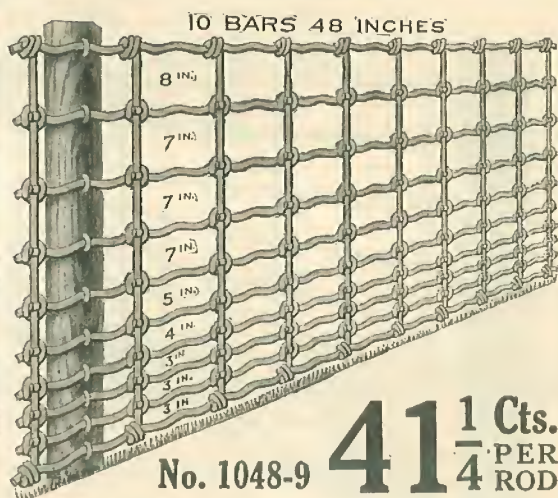
# Brown's EXTRA HEAVY All No. 9 - Wire Fences



*Don't  
Listen  
To what  
The  
Dealer  
Says  
about  
galvanizing*

The dealer isn't a fence maker. He knows comparatively little about galvanizing. He may know that it's necessary—he may even know that there's a difference in quality and methods of galvanizing, but he doesn't put the galvanizing on himself and can't know its full importance, so don't listen to the dealer on galvanizing talk. Make the famous Brown Test — and show him Brown superiority right before his eyes!

*The backbone of a good fence is a stiff stay wire.*



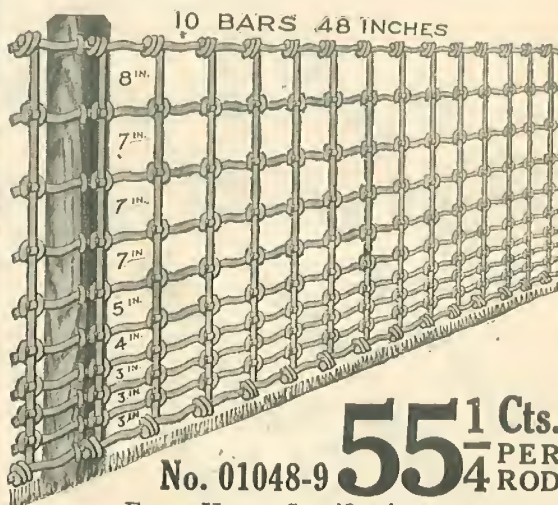
No. 1048-9

**41<sup>1</sup>/<sub>4</sub>** Cts.  
PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 12 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 20, 30 and 40 Rod Rolls



No. 01048-9

**55<sup>1</sup>/<sub>4</sub>** Cts.  
PER ROD

Extra Heavy Specifications:

Top and bottom wires, No. 9; intermediate wires, No. 9; stay wires, No. 9, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

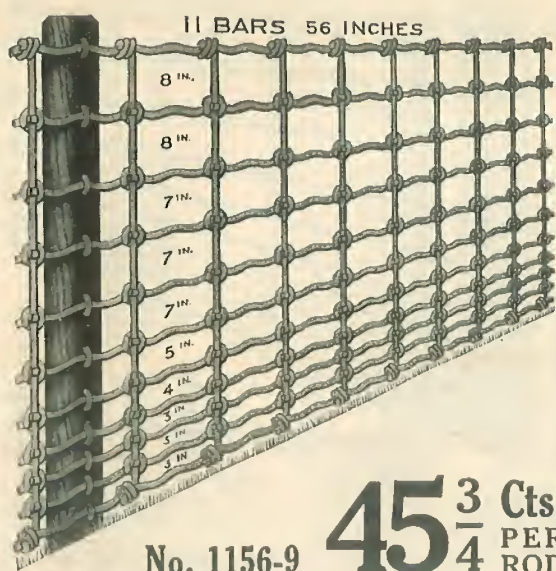
Made in 20 and 30 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





# Brown's EXTRA HEAVY All No. 9 - Wire Fences



No. 1156-9

**45**<sup>3</sup>/<sub>4</sub> Cts.  
PER ROD

ANY of our all  
No. 9 Wire  
Fences stretched  
on good, substantial  
posts will end your  
fence troubles for life.

## Extra Heavy Specifications:

Top and bottom wires,  
No. 9; intermediate wires,  
No. 9; stay wires, No. 9,  
spaced 12 inches apart.  
All Double Galvanized  
Basic Open-Hearth Wire.

Made in 20, 30 and 40  
Rod Rolls

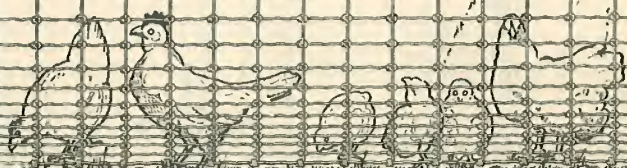
*Our  
400,000  
Farmers Bought  
Fence from Brown  
and they all think  
the same man does*

Mr. J. I. Reinhart,  
McSparran, Pa., writes:  
"Last year I put up  
about 1,000 rods of  
your All No. 9 Fences  
for three parties and  
saved seven cents per  
rod. Your fence is ad-  
mired by everybody and  
will stand every test."





# BROWN'S POULTRY FENCES!



## For Poultry, Garden and Stock

**Y**OU want a real poultry fence—not a cheap mosquito netting! You don't want to buy new poultry fence a year or two after you put it up! You don't want a tangled mass of rusty wires around your place after a single season or two. You don't want so-called poultry fence that sags, bags and offers no protection! It will pay you to look twice before you decide to buy anywhere.

Brown Poultry, Garden and Stock Fence is made of the same grade of Open-Hearth Wire and is double galvanized in the same thorough manner as Brown's Extra Heavy All No. 9 Wire Fences.

The same men make it in the same factory and in the same, careful way, with the same, rigid inspection system to prevent defective fence from leaving the Brown factory.

## A General Purpose Farm Fence

**M**ANY of our customers use Brown Poultry Fence as a general purpose farm fence. While we do not recommend it as such, it merely proves how much heavier and stronger it must be than the ordinary, cheap, flimsy netting, called "Poultry fence" by other manufacturers.

Brown Poultry Fences are stretched in exactly the same manner as field fence. The top or border wires are No. 9½ gauge and require no boards or rails with them. Moreover, your posts can be set much farther apart than is required by the ordinary poultry netting, so that, when you eliminate the cost of boards, rails and extra posts, you find that you

get in the Brown a real fence for less money than you would have to pay for cheap netting.

And you have a fence that will turn stock. We guarantee it to last five times as long as ordinary chicken netting.

For gardens, lawns, poultry yards, orchards, barn yards, and all places where a closely woven fence is needed, we recommend this line as the most durable and economical fence you can buy.

Made in five heights—26-inch, 36-inch, 48-inch, 54-inch and 60-inch.

In 10, 20, 30 and 40 rod rolls. We pay the freight on all orders of 40 rods or more.



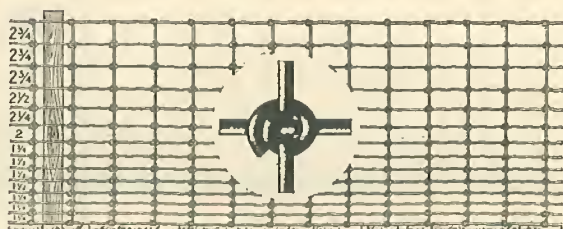
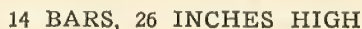
No. 1426

**22 $\frac{3}{4}$  Cents**  
**Per Rod**

We  
Pay  
The  
Freight.

No. 1536

**25 $\frac{3}{4}$  Cents**  
**Per Rod**



Specifications:

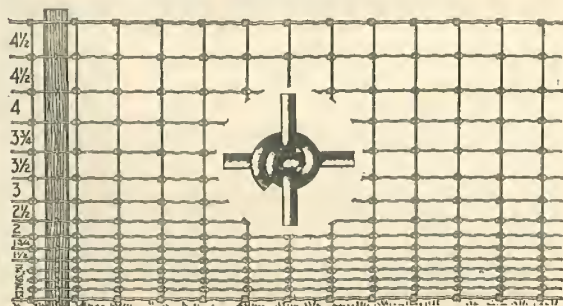
Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

WE PAY the freight on all styles of fence in this catalog—poultry fence included—on 40 rods or more. We want you to find out what the freight is from manufacturers who give F. O. B. factory prices. Then see whose prices are lowest.

You pay no dealer's profit when you buy from Brown.

15 BARS. 36 INCHES HIGH



Specifications:

Top wire, No. 9½; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls



## Poultry and Garden Fence



No. 1848

**29 $\frac{3}{4}$  Cents  
Per Rod**

Pay  
To  
Fence  
Value

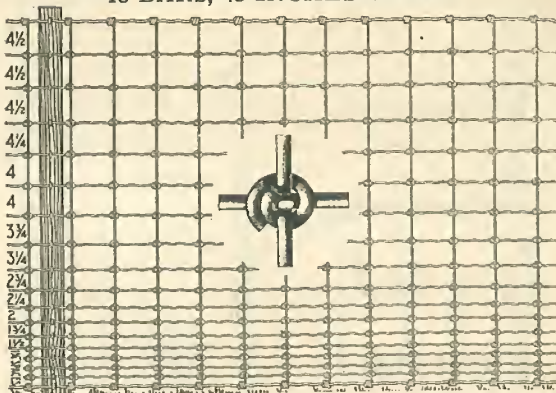
and  
nothing  
else!

No. 2048

**34 $\frac{1}{4}$  Cents  
Per Rod**

Heavy wires, heavily galvanized, make the most durable fence.

18 BARS, 48 INCHES HIGH



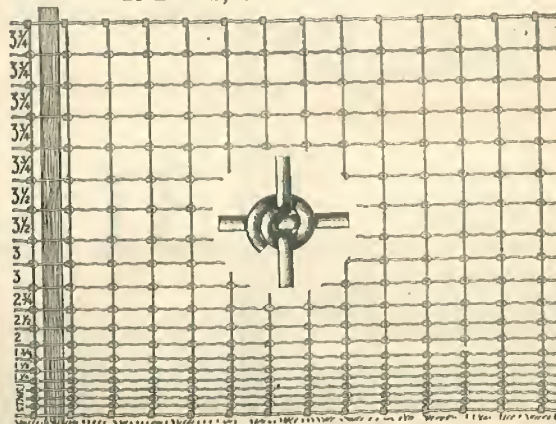
### Specifications:

Top wire, No. 9½; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

Mr. David Keen, R. F. D. No. 3, Mercer, Penna., writes:  
 "I have had some of your fence on my place for seven  
 years and not a spot of rust on it yet. It has stood the  
 test and is by far the best fence in this neighborhood.  
 I bought 340 rods more from you last year and expect to  
 continue using Brown Fence. It has saved me from 10 to  
 15 cts. per rod." \*

20 BARS, 48 INCHES HIGH



### Specifications:

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

**DIRECT  
FROM  
FACTORY**



# 4 $\frac{1}{2}$ Feet High—A Beauty— And Now Look at the Price

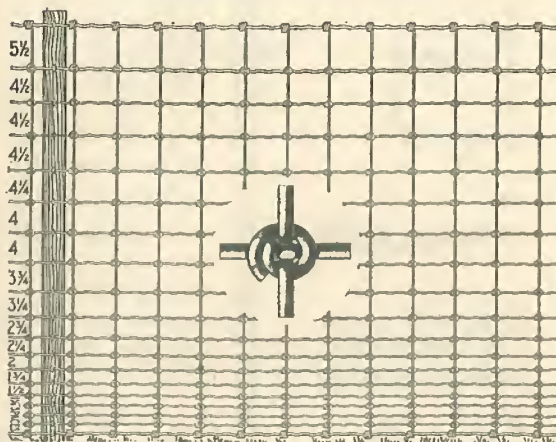
*Brown  
Sells  
Direct  
From  
Factory  
and  
Pays  
the  
Freight*

**A**LWAYS remember that Brown's prices include the freight. This should be considered when comparing our prices with F. O. B. Factory prices given in other catalogs.

*Our daily capacity, 32,000 rods. And every rod sold direct from factory to farm.*

**H**ERE'S a closely-woven 4 $\frac{1}{2}$ -foot fence that we sold thousands of rods of last year. It seems to meet a waiting demand. Strong enough to turn stock—close enough for poultry and rust-proof from top to bottom the full length of the fence.

19 BARS, 54 INCHES HIGH



No. 1954

## 31 $\frac{1}{2}$ Cents Per Rod

### Specifications:

Top wire, No. 9 $\frac{1}{2}$ ; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE





# Poultry and Garden Fence



20 BARS, 60 INCHES HIGH

No. 2060

**33 $\frac{1}{4}$  Cents**  
Per Rod

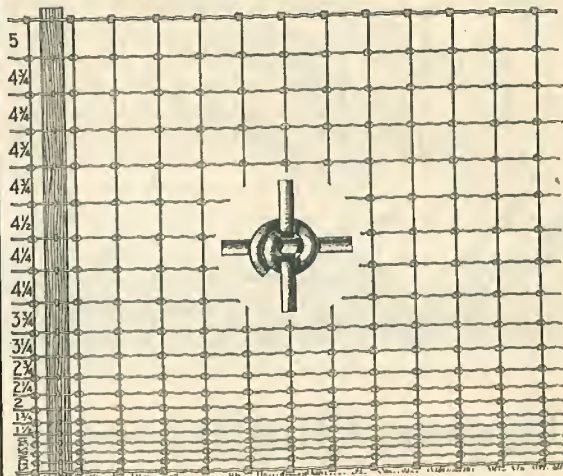
*Saved  
11¢ Per  
Rod On  
No. 2060*

L. Griffith, Hudson,  
Mich., writes:

"The 90 rods of No. 2060 fence bought from you is satisfactory in every way. The same fence here would cost me 11c per rod more. So I saved \$9.90 by giving you the order."

No. 2360

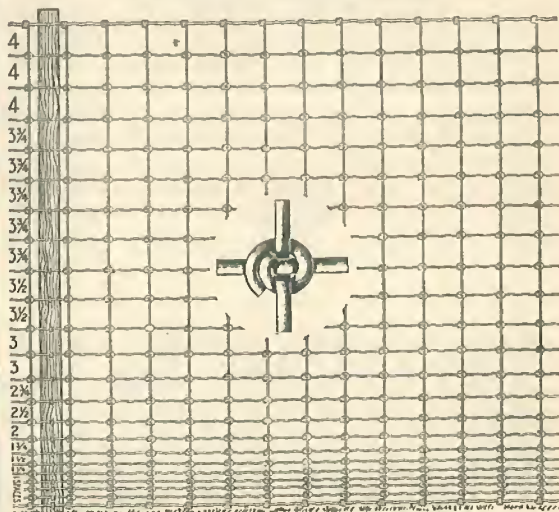
**38 $\frac{1}{2}$  Cents**  
Per Rod



## Specifications:

Top wire, No. 9 $\frac{1}{2}$ ; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart. All Double Galvanized Basic Open-Hearth Wire.—Made in 10, 20, 30 and 40 Rod Rolls.

23 BARS, 60 INCHES HIGH

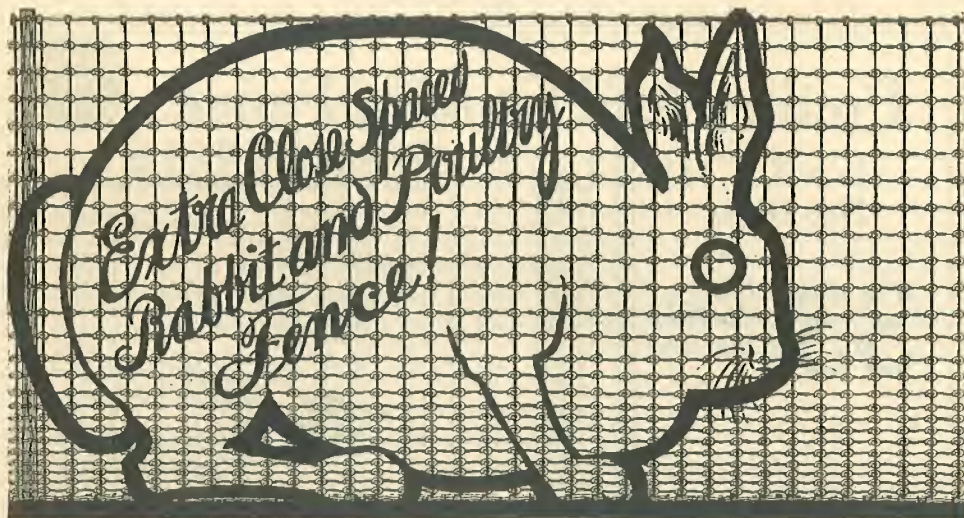


## Specifications:

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls





## Brown Quality—Factory Prices

**I**N ADDITION to our regular styles of Poultry Fences, we supply the growing demand for an extra close spaced Poultry Fence, especially valuable where rabbits and other small marauding animals are numerous and troublesome.

Four styles will be found illustrated and described, starting on next page.

These Rabbit and Poultry Fences contain more wires of slightly lighter gauge than our regular Poultry Fence, but very closely spaced. Even when deep snow is on the ground,

rabbits cannot get through, because the openings as far as half way up the fence are very closely spaced and these fences are designed and built for just such conditions. The cross wires on all styles are only 4 inches apart.

These Rabbit and Poultry Fences are becoming especially popular in fruit-growing sections, where trees must be efficiently protected against gnawing by rabbits and rodent pests.

Brown quality throughout — and Brown factory prices, freight prepaid on 40 rods or more.

*You Will Be Just As  
Pleased As This Man Is*

Mr. E. M. Dare, R. F. D. No. 6, Dover, Del., writes:

"I have 50 rods of No. 2972 Poultry and Rabbit Proof Fence stretched around my poultry runs. It is certainly a fine looking, well constructed and durable fence. Will want 100 rods more soon and I know of none better or cheaper than the Brown."



# Extra Close Spaced From Top to Bottom Cross Bars Only 4 Inches Apart

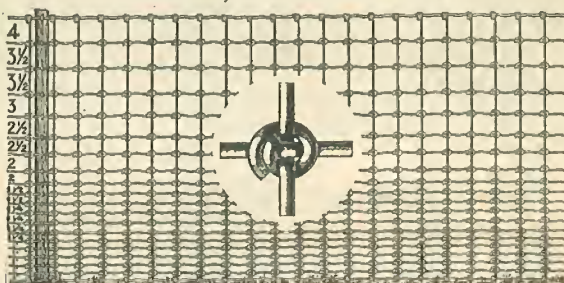


20 BARS, 36 INCHES HIGH

No. 2036

**33 $\frac{1}{4}$**  Cents  
Per Rod

*you  
cannot  
equal  
this  
Rabbit  
and  
Poultry  
Fence*

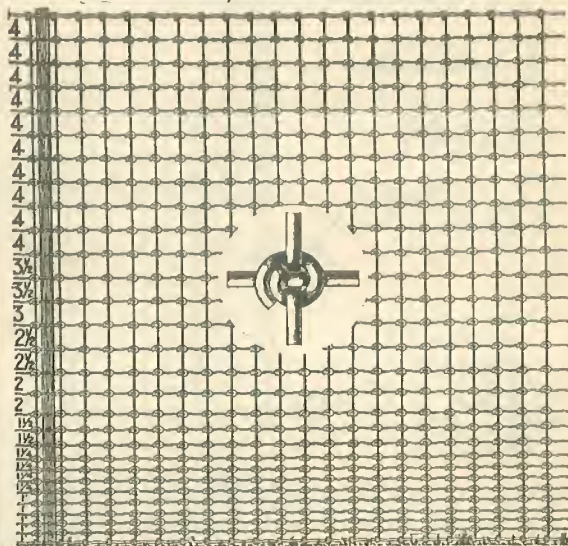


## Specifications:

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 16; stay wires, No. 16, spaced 4 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

29 BARS, 72 INCHES HIGH



No. 2972

**51 $\frac{3}{4}$**  Cents  
Per Rod

## Specifications:

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 16; stay wires, No. 16, spaced 4 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls





# Fence Like This is Like a Stone Wall to Rabbits

No. 2348

**39 $\frac{1}{2}$**  Cents  
Per Rod

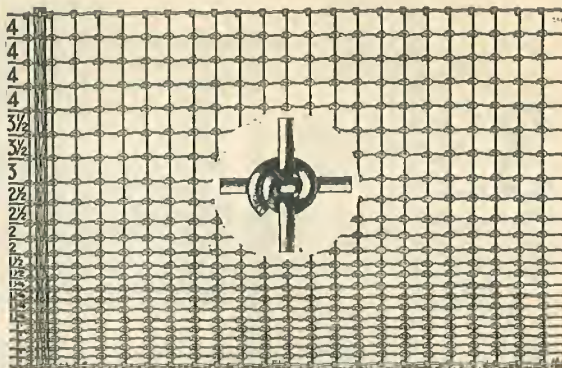
*Keeps  
Pests  
Away  
From  
Trees  
and  
Poultry*

No. 2660

**45 $\frac{1}{2}$**  Cents  
Per Rod

THE closeness of spacings for such a great distance above the ground—and the stay wires being only 4 inches apart, makes it impossible for rabbits and other marauding animals to get through.

23 BARS, 48 INCHES HIGH

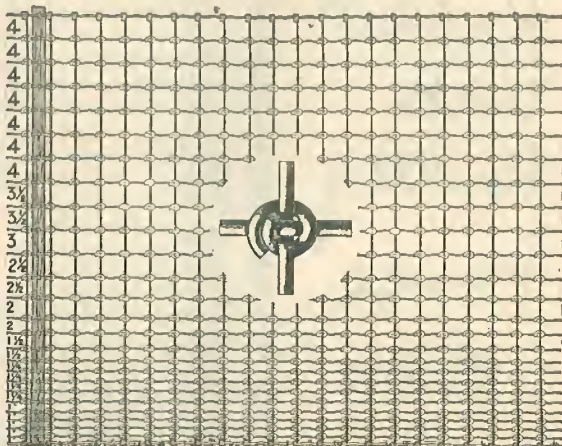


## Specifications:

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 16; stay wires, No. 16, spaced 4 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

26 BARS, 60 INCHES HIGH



## Specifications:

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 16; stay wires, No. 16, spaced 4 inches apart. All Double Galvanized Basic Open-Hearth Wire.

Made in 10, 20, 30 and 40 Rod Rolls

WE PAY THE FREIGHT ON 40 RODS OR MORE







## The Brown Lawn Fence

**B**EAUTIFUL Lawn Fence, if made of durable material, adds more to the appearance of a home, school or church than almost anything else. Poor looking lawn fence detracts—makes the place look shabby, run down and worn out.

It pays to buy Lawn Fence—if you buy the right kind. Rather than spend your money for “cheap”, skimpy quality, Brown’s advice is to put up a board fence, from which you don’t expect much.

In cataloging these Lawn Fences, our aim has been to illustrate and describe the popular styles and heights best adapted for our customer’s use, with freight prepaid prices plainly marked opposite each one. This plan will be appreciated by those who have received some fence catalogs and found them to be about as complicated and confusing as the average railroad time-table.

### How It Is Made.

Style “A” is made of all large gauge (No. 9) steel spring wire (both horizontals and uprights), uniformly crimped and DOUBLE GALVANIZED. This style makes a fine fence and one that is handsome in appearance.

Styles “B” and “BB” are made by cabling No. 12 strand wires through which are closely placed extra heavy (No. 9) corrugated picket wires. The reverse twist of the cables between pickets leaves the uprights firmly seated and absolutely non-slippable. These styles are also double galvanized, for greatest beauty and rust-resisting advantages.

Style “C” is made in the same manner as Styles “B” and “BB”,

except this style contains double the amount of uprights or pickets in the lower half of the fence, making Style “C” not only more closely spaced at the bottom, but much more handsome and ornamental in appearance.

Style “D” is made of the same design and construction as Styles “B” and “BB”, except pickets are made of a little lighter material (No. 12), but spaced closer together.

The chief difference in our Lawn Fences is one that appeals to the eye. Either design will give excellent service and satisfaction.

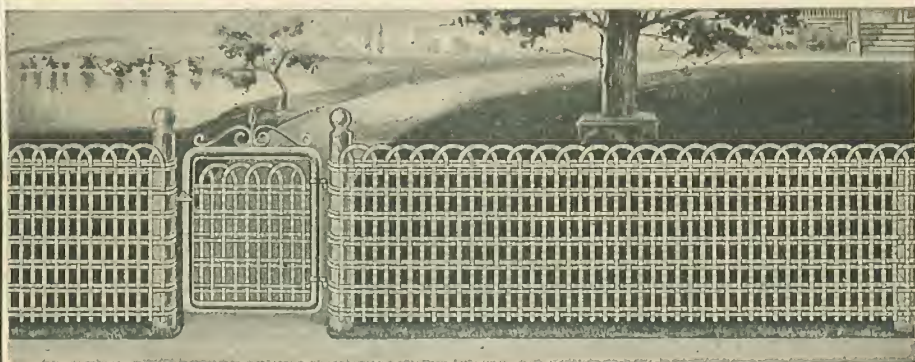
### Our Low Prices.

The prices of our fences are really lower than what you could make a good wood lawn fence for. By the time you put the wood fence up and figuring how short a time it lasts and figuring how easily you could put Brown Lawn Fence up and how long it lasts, you will find that the cost per year for Brown Fence is much lower than that of an ordinary wood fence.

Compare Brown Lawn Fence to a “cheap” wire lawn fence, which quickly sags or rusts out, or breaks, and you will find that Brown Fence costs you about one-third as much—per year.

### About Posts.

We do not furnish posts with our Lawn Fences, because most people have some sort of posts near at hand. Our Lawn Fences can be erected on wood, cement or iron posts. We recommend wood posts, because they are cheaper, stronger and do not rust or require frequent paintings and they remain neater and more attractive in appearance.



# The Brown Lawn Fence Style "A"

*Beauty - Service - Economy!*

**T**HINK how beautiful Lawn Fence like the one shown in this illustration will give your home the appearance of prosperity. Think how proud you must be of the Lawn Fence that will make passers-by stop and look again and again at your place.

Think how much a beautiful fence like this will increase the value of your farm or home if you should ever decide to sell out.

But beauty is only one advantage of Brown Fence. Service is just as big a consideration with a man who has only a certain amount of money to spend, or even with a man who can spend as much as he wants for lawn fence.

Brown Fence is built beautifully—but it is also built for durability. It will stand up year after year without sagging, rusting or breaking.

**SPECIFICATIONS:**—Style "A" Lawn Fence is made of No. 9 double galvanized steel spring wire throughout. Both strand wires and pickets are uniformly crimped, which adds to their stiffness and keeps each wire in place. Pickets are spaced  $2\frac{1}{4}$  inches apart and DOUBLE No. 9 strand wires placed about 6 inches apart.

Brown Lawn Fence is a handsome fence at the outset. And it STAYS that way for years and years, for the wire is strong and stiff enough to prevent sagging or breaking, and the DOUBLE galvanizing is the best possible insurance against rust. So Brown Lawn Fence is at one and the same time the most permanently elegant and the most truly economical.

## STYLE "A"—MADE IN FOUR HEIGHTS

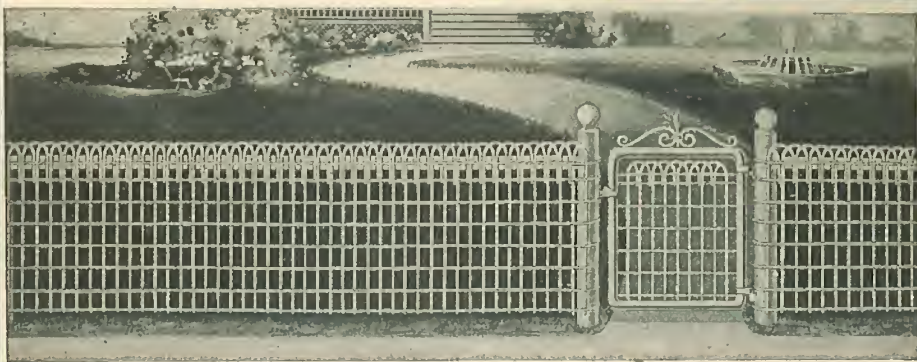
2½ feet high—Price.....	9 cents per foot
3 feet high—Price.....	10 cents per foot
3½ feet high—Price.....	11¼ cents per foot
4 feet high—Price.....	12¼ cents per foot

These prices are per running or lineal foot.

We pay the freight on all orders for 100 feet or more. Or on smaller orders, if they accompany orders for 40 rods or more of other fence.

For Lawn Fence Gates, see pages 53 to 55, inclusive.





## Style "B" One of Our Winners

*I want you To Take  
Special Notice of This Style*

**I** DON'T believe there is a farm or city home or a park, church or school which cannot be improved by putting up a lawn fence like the one shown here. The illustration cannot do it justice. I wish you could see this fence. I believe it would sell itself to you in a minute. Look at the illustration carefully and read the description. You will be mighty well pleased with Style "B"—or any other style of Brown Lawn Fence.

**SPECIFICATIONS:**—Corrugated pickets are all No. 9 double galvanized wire spaced  $2\frac{3}{4}$  inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires, which are spaced  $2\frac{3}{4}$  inches apart. These are also of heavy double galvanized material.

Particular attention is called to our method of reversing the twist of the cable wires on the pickets (not between them) which prevents the cables from untwisting or even slacking from extraordinary strain or expansion and contraction due to climatic changes.

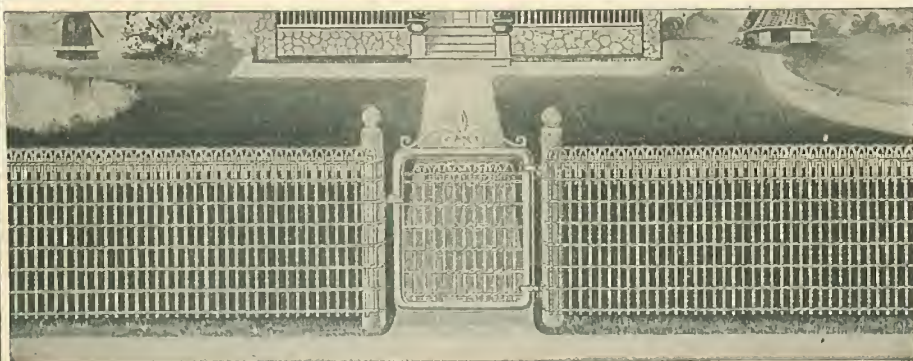
### STYLE "B"—MADE IN FOUR HEIGHTS

2½ feet high—Price.....	6¾ cents per foot
3 feet high—Price.....	7 cents per foot
3½ feet high—Price.....	7½ cents per foot
4 feet high—Price.....	8¾ cents per foot

These prices are per running or lineal foot.

We pay the freight on all orders for 100 feet or more. Or on smaller orders, if they accompany orders for 40 rods or more of other fence.

For Lawn Fence Gates, see pages 53 to 55, inclusive.



*Style "BB" - a New Beauty*

## Brown's Latest is Going to Appeal to Thousands

**L**AWN fence is becoming more and more popular on the farms of America. Farmers want beautiful homes and lawns as well as city people. Our orders for lawn fence more than doubled last year. This year we expect another big increase. And this new style "BB" will bring us a good share of our business. It is just the style that will convince thousands of farmers of their need for Lawn Fence around their homes. Read the description, then send in your order.

**SPECIFICATIONS:**—Corrugated pickets are all No. 9 double galvanized wire spaced  $2\frac{1}{4}$  inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires, which are spaced  $2\frac{3}{8}$  inches apart. These are also of heavy double galvanized material.

Particular attention is called to our method of reversing the twist of the cable wires on the pickets (not between them) which prevents the cables from untwisting or even slackening from extraordinary strain or expansion and contraction due to climatic changes.

### STYLE "BB"—MADE IN FOUR HEIGHTS

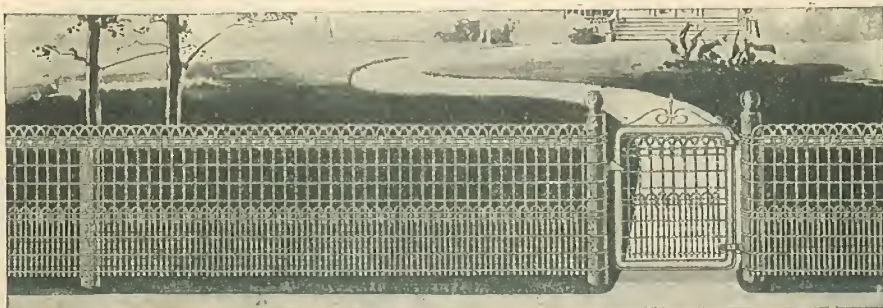
2½ feet high—Price.....	7¼ cents per foot
3 feet high—Price.....	7½ cents per foot
3½ feet high—Price.....	8 cents per foot
4 feet high—Price.....	9 cents per foot

These prices are per running or lineal foot.

We pay the freight on all orders for 100 feet or more. Or on smaller orders, if they accompany orders for 40 rods or more of other fence.

For Lawn Fence Gates, see pages 53 to 55, inclusive.





# The Most Beautiful Fence Ever Made---Anywhere by Anybody

*This is Style "C"*  
*Backed by 32 years effort*

THE illustration and the specifications herewith will tell more about this fence than any other personal word I can give you. It is enough to say that I am willing to back it with the 32 years' reputation we have gained in the fence business.

To those who know us, this is the strongest guarantee I could possibly make.

**SPECIFICATIONS:**—Pickets No. 9 wire spaced  $2\frac{3}{4}$  inches apart at the top, with an additional picket interwoven at the bottom, making spacings of lower half of fence  $1\frac{3}{4}$  inches apart. Cables are spaced about 6 inches apart, except two top cables, which are spaced  $2\frac{3}{4}$  inches apart. All wires are heavily galvanized and practically indestructible.

Style "C", shown above, is a great favorite among our customers owing to its ornamental appearance, as well as close bottom spacings of wire, which give absolute protection against small chickens and marauding animals.

## Look At These Low Prices Now

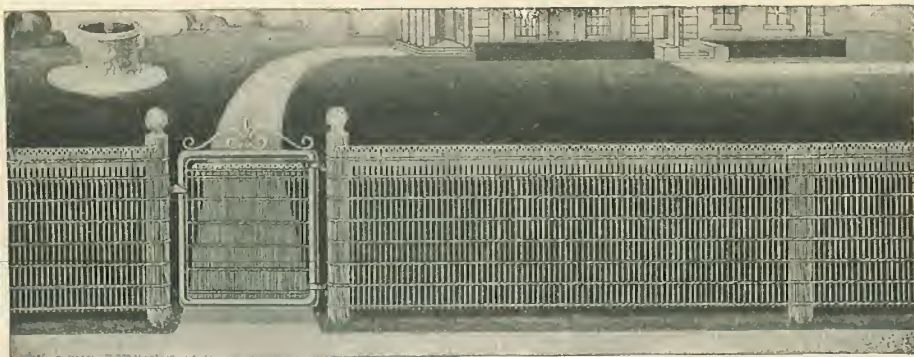
### STYLE "C"—MADE IN FOUR HEIGHTS

2½ feet high—Price.....	8½ cents per foot
3 feet high—Price.....	8¾ cents per foot
3½ feet high—Price.....	9¾ cents per foot
4 feet high—Price.....	10¾ cents per foot

These prices are per running or lineal foot.

We pay the freight on all orders for 100 feet or more. Or on smaller orders, if they accompany orders for 40 rods or more of other fence.

For Lawn Fence Gates, see pages 53 to 55, inclusive.



## Style "D"---A Lawn Fence To Be Proud Of

A BEAUTIFUL Lawn Fence is a real warm welcome to people who come to see you. No Lawn Fence could be more attractive—none could be more dignified than the five styles we illustrate in this catalog. Any Lawn Fence is good. But while you are buying it's just as easy to get the best—and much more economical in the end. And you can be sure we would not urge you to get the best unless we were sure Brown's is best. Investigate carefully, compare prices and quality, then decide.

This Style "D" is similar to our Styles "B" and "BB" except the upright pickets in Style "D" are spaced  $1\frac{1}{4}$  inches apart and are made of No. 12 wire. While this Style "D" is made of lighter weight material than our other styles, it will, however, give splendid service and satisfaction to those wishing an extra close spaced ornamental fence. If not—tell Brown and he will adjust your complaint.

**SPECIFICATIONS:**—Corrugated pickets are all No. 12 double galvanized wire spaced  $1\frac{1}{4}$  inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires, which are spaced  $2\frac{3}{8}$  inches apart. These are also of heavy double galvanized material.

Besides being made of double galvanized wire, this style is given an extra coat of Gray Enamel Paint, which adds to its very handsome and attractive appearance.

And Here Are The  
Prices—Never Equalled

### STYLE "D"—MADE IN FIVE HEIGHTS

2½ feet high—Price.....	6½ cents per foot
3 feet high—Price.....	7 cents per foot
3½ feet high—Price.....	7½ cents per foot
4 feet high—Price.....	8¼ cents per foot
5 feet high—Price.....	9¼ cents per foot

These prices are per running or lineal foot.

We pay the freight on all orders for 100 feet or more. Or on smaller orders, if they accompany orders for 40 rods or more of other fence.

For Lawn Fence Gates, see pages 53 to 55, inclusive.



# Style "E E" Gates For Style "A" Lawn Fence

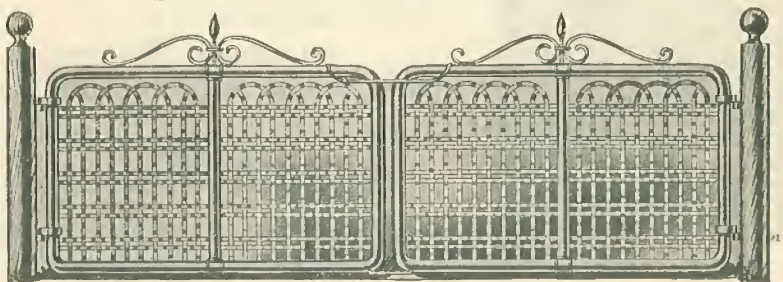
## Galvanized Steel Tubing Frame

**M**ANY of our customers who buy Lawn Fence, want a walk gate and perhaps a drive gate to match it. We make a complete line of such gates. They are strongly built, neat and attractive in appearance, and give the entire fence line a uniform appearance.

It is not necessary to use the same style gates as fence. Many really prefer to use a different style. You have choice in the matter. Order whatever pleases your fancy. Styles are all beautiful, all durable and not expensive. Where not specified, the style gate will be furnished to match the fence.

**Remember**—We pay the freight if you order them with 40 rods or more of fencing, or with 100 feet or more of lawn fence, or on an order of five gates or more alone.

### STYLE "EE" DOUBLE DRIVE GATE

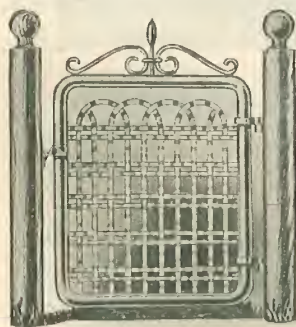


#### PRICE OF STYLE "EE" DOUBLE DRIVE GATES

2½, 3, 3½ or 4 feet high x 8 feet wide.....	\$6.30
2½, 3, 3½ or 4 feet high x 10 feet wide.....	6.85
2½, 3, 3½ or 4 feet high x 12 feet wide.....	7.50
2½, 3, 3½ or 4 feet high x 14 feet wide.....	8.45
2½, 3, 3½ or 4 feet high x 16 feet wide.....	9.35

Prices include Hinges and Latch.

### STYLE "EE" WALK GATE



#### PRICE OF STYLE "EE" WALK GATES

2½ or 3 feet high x 3 feet wide.....	\$2.50
3½ or 4 feet high x 3½ feet wide.....	2.75
4 feet high x 4 feet wide.....	3.05

Prices include Hinges and Latch.

Style "EE" Lawn Gate is made to match our Style "A" Lawn Fence and will be sent with all orders of this style fence including order for gates, unless otherwise specified.

Width of gates is actual measurement between posts, we allowing for latches and hinges.

# Style "G G" Gates For Style "B" and "BB" Lawn Fence

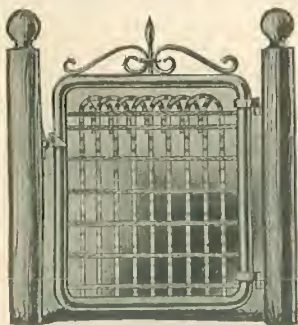
## Galvanized Steel Tubing Frame

**O**NE of the several styles listed will meet with your requirements for a beautiful, durable gate. The illustrations are actual photographic reproductions. Your gate will come to you just exactly as shown here. The quality of each is guaranteed. If not just exactly as shown and as represented by the description, return it and get your money. There are no conditions to this guarantee—it means just exactly what it says.

We could not afford to deceive you. It would do us twice as much harm as we could ever remedy. Instead of being an enthusiastic booster of these gates, you would most likely talk against them. That is why we cannot afford to tell you anything except the absolute truth about these gates.

The prices are marked in plain figures. You get all you pay for.

### STYLE "GG" WALK GATE



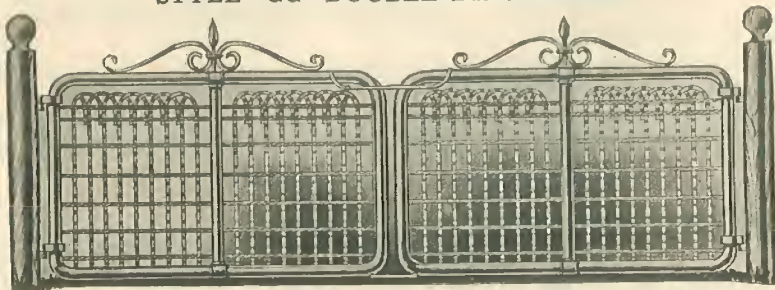
### PRICE OF STYLE "GG" WALK GATES

2½ or 3 feet high x 3 feet wide,	\$2.40
3½ or 4 feet high x 3½ feet wide,	2.60
4 feet high x 4 feet wide,	2.90

Prices include Hinges and Latch.

Style "G" Lawn Gate is made to match our Styles "B" and "BB" Lawn Fence, and will be sent with all orders of this style fence including order for gates, unless otherwise specified.

### STYLE "GG" DOUBLE DRIVE GATE



### PRICE OF STYLE "GG" DOUBLE DRIVE GATES

2½, 3, 3½ or 4 feet high x 8 feet wide.....	\$5.60
2½, 3, 3½ or 4 feet high x 10 feet wide.....	6.35
2½, 3, 3½ or 4 feet high x 12 feet wide.....	7.00
2½, 3, 3½ or 4 feet high x 14 feet wide.....	7.95
2½, 3, 3½ or 4 feet high x 16 feet wide.....	8.85

Prices include Hinges and Latch.

Width of these gates is actual measurement between posts, we allowing for Latches and Hinges.



# Style "HH" Gates For Style "C" and "D" Lawn Fence

## Galvanized Steel Tubing Frame

**Y**OU can get gates for less money than we ask. You can pay more than we ask for gates if you are so inclined. If you pay less, you are sure to get less. If you pay more, you can't get more. We have set absolute standards of value on ornamental walk gates and drive gates. The prices we quote here offer you the most you can get for any money.

We have been in the fence business long enough to know how to manufacture on a most economical basis. We pay spot cash for raw materials. We buy in immense quantities. We sell direct from our factory to you. No middleman butts in to boost the price in order to get a profit.

Our selling expense is low. We are satisfied with only one small profit added to the actual manufacturing cost. And we pay the freight, as explained on page 5.

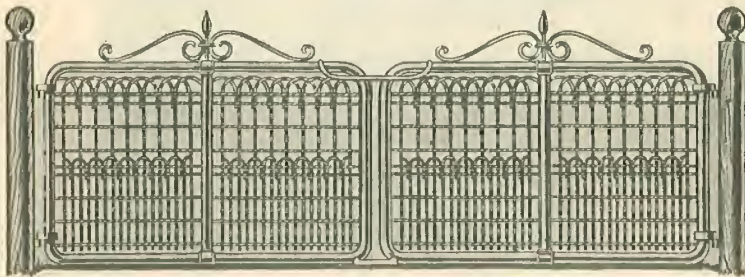
Look over the design again. Close your eyes and imagine them on your place. There is no question about their beauty. I am so sure of the quality and value we offer in these gates that I have confidence enough in them to send them out on any kind of a fair trial you ask.

The only thing you may not be convinced of is their quality and value, but I am so anxious to have you see them, that you ought to be willing to send for them.

That is my final appeal on ornamental drive gates and walk gates.

Think it over seriously.

### STYLE "HH" DOUBLE DRIVE GATE



#### PRICE OF STYLE "HH" DOUBLE DRIVE GATE

2½, 3, 3½ or 4 feet high x 8 feet wide.....	\$5.60
2½, 3, 3½ or 4 feet high x 10 feet wide.....	6.35
2½, 3, 3½ or 4 feet high x 12 feet wide.....	7.00
2½, 3, 3½ or 4 feet high x 14 feet wide.....	7.95
2½, 3, 3½ or 4 feet high x 16 feet wide.....	8.85

Prices include Hinges and Latch.

### STYLE "HH" WALK GATE



Style "HH" Lawn Gate is made to match our Style "C" and "D" Lawn Fence, and will be sent with all orders of this style fence including order for gates, unless otherwise specified.

#### PRICE OF STYLE "HH" WALK GATES

2½ or 3 feet high x 3 feet wide.....	\$2.40
3½ or 4 feet high x 3½ feet wide.....	2.60
4 feet high x 4 feet wide.....	2.90

Prices include Hinges and Latch.



## Brown Galvanized Arches

**N**EAT and attractive in design, substantial, strong and durable in construction, Brown Heavily Galvanized Arches make the finest entrance for Farms, Country Homes, Parks, Cemeteries or Public Grounds.

Posts and Arch of heavy carbon steel tubing, scrolls in wrought iron, raised silver-aluminum letters. And the whole Arch heavily galvanized in every part.

Please bear in mind our price of these Arches includes the gates as well as the lettering, and is for a complete Arch with gates delivered at your railway station.

Most others name price of Arch without gates and lettering, for which you must pay extra. Besides, their prices are F. O. B. Factory, which compels you to pay the freight—a big item on one of these heavy Arches.

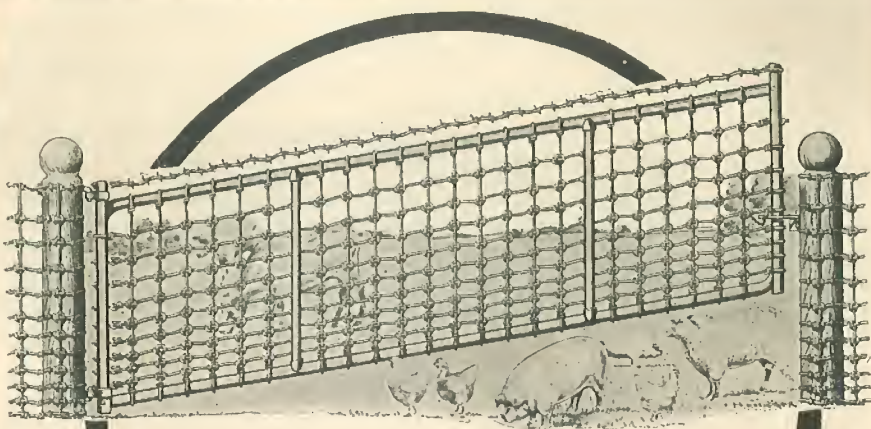
### Prices of Arches Including Gates and Lettering

For 8 or 10 foot opening, complete..... \$48.50

For 12 or 14 foot opening, complete..... 51.50

Price of Arches without lettering, \$7.50 less.





## THE BROWN *Self-Raising* Gate!

## *The One Masterpiece of Gate Construction*

**Y**OU, your wife and your boy, have endured more than enough from the old-fashioned board gate. You owe yourself—and them—the many advantages of this new Brown Self-Raising Gate—and you owe it to the “net profit” of your farm—for it is the most economical gate you can buy.

This gate raises itself about a foot and a half off the ground when the latch is released—so it swings freely and easily—no more heavy, hard opening of the gates. And since this gate **raises itself** high off the ground, it swings clear of hummocks, uneven ground, ice, snow and any other obstruction which may lodge against or near the gate. There is no more need of chopping ice or shoveling snow from gates when you have the New Brown on your place. If you have done these things in the past (and nearly every farmer has), you will appreciate this wonderful advantage.

Another feature: You can raise this gate and hook it up, so small stock—sheep, hogs and poultry—can pass from one side to the other at will, while larger stock must stay where you put them and where you want them.

The materials used in the construction of the Brown Self-Raising Gate and its many special features make it far the best of any other self-raising gate on the market. No other works so perfectly for so many years, no other remains free from rust so long. Brown Self-Raising Gates do not stick, they do not wear out or break down.

The frame is made of high-carbon steel tubing, about 2 inches thick and almost twice as strong and heavy, as is used in ordinary gates. The wire is all big extra heavy No. 9, galvanized by the Brown process. The frame is triple-galvanized—resists the rust-producing elements perfectly. The cross wires are only 6 inches apart. Strong diagonal rods brace the frame firmly.

When you compare the Brown Self-Raising Gate with others you only emphasize the many advantages the Brown has over all others. Decide now to replace every wood gate on your farm with Brown Self-Raising Gates.

The self-raising device will not weaken as the gate gets old. It will last as long as the gate itself. It is secure when closed. The gate is held fast by the latch, which prevents the self-raising device from acting, until released. The gate is as solid and firm as a stone wall. Hogs can't root it up. Cattle can't push it open. Yet the instant you release it, UP goes the gate, and it swings free and clear.

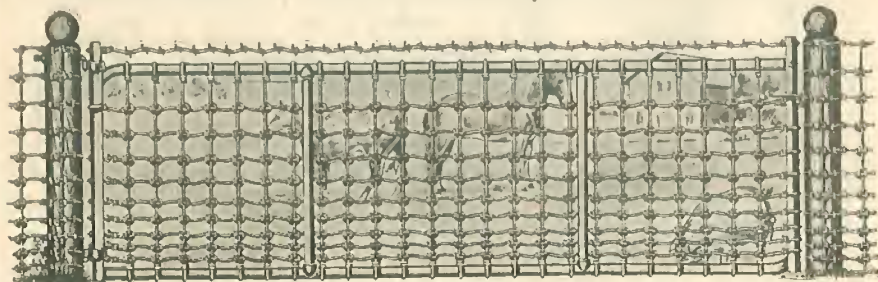
We recommend this gate to all our customers who want an extra heavy, extra strong and extra durable gate of the self-raising type. It will prove a real money saver in every case.

## PRICE OF BROWN SELF-RAISING GATES

4½ feet high x 10 feet wide—Price.....	\$5.05
4½ feet high x 12 feet wide—Price.....	5.60
4½ feet high x 14 feet wide—Price.....	6.15
4½ feet high x 16 feet wide—Price.....	6.65

If you want a 5-foot Self-Raising Gate, add 50 cents to the price of our 4½-foot gate.

Width of these gates is actual measurement between posts, we allowing for hinges and latch.



This cut shows gate in regular closed position.

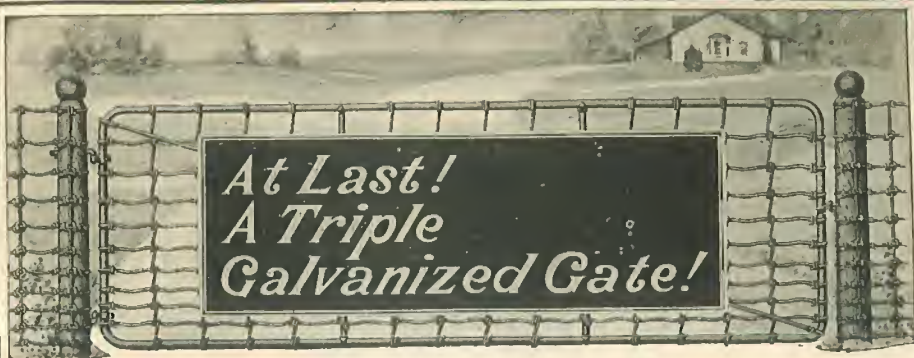
Remember that the self-raising gates come to you in the raised position and that they will appear out of true until they have been hung on the posts and forced down to the proper latched position, in which position they will not remain except when the latch is fastened.

Mr. J. B. Gaunt, St. Anthony, Iowa, writes:

*"The seven Self-Raising Gates which I ordered some time ago arrived here last week O. K. I found them far beyond my expectations and they are pronounced by men here as about the best gate that has been seen about here.*

*"I have been requested to write you for an agency for the gates and fence of each kind that you manufacture. If you want an agent for this territory, I would be glad to do what I can for you. Can furnish you with good references."*





**O**THERS tried and failed. Then they said we couldn't do it. We, ourselves, hardly believed it possible. But we were determined to outstrip them all on gate quality. Now the results speak for our success.

You have only to compare Brown Triple Galvanized Gates with others, to know how far in advance we are.

#### What Others Said.

Jealous manufacturers tried to discourage us from making gates. They said, "Stick to your knitting, Brown—you are making the best fence on the market—why not be satisfied with that? Let us get what we can out of the gate business."

Perhaps that is why we went ahead in our own quiet way to make a better gate than was ever made before.

First, I purchased every different make of gate then being manufactured. I noticed their good points and bad points. I decided we could beat them all. What others said merely spurred me on.

Many of my customers wanted a better gate than was then being made, and I decided to supply them if possible.

With the quality of wire that we were manufacturing all that was necessary was for me to perfect a frame that would last. It was there that all others seemed to be weak. And it was there that I knew we could surpass them.

#### Our Difficulties.

For many years I experimented with different materials—gas pipe, steel pipe, every form of tee and angle steel. One after another I discarded them all.

Finally I decided that nothing would suit except a very special grade of high carbon steel tubing. Then came the problem of perfect galvanizing.

The high carbon steel tubing did not seem to take the galvanizing as perfectly as the fence wire did, so I had to try hundreds of experiments in order to perfect a special mixture of zinc spelter that would actually make the galvanizing a part of the tubing itself.

At last this perfect galvanizing material was produced. But instead of placing these gates on the market at once, I decided to make thorough tests.

The result of these tests proved to me what I was almost sure of—that the Brown Triple Galvanized Gate was far superior to any other gate on the market.

The wire was perfect, the frame was perfect, my designs were perfect.

#### Now—We Offer You This:

With 32 years of experience behind us, there is no question in our minds but that we are producing the very best gates made.

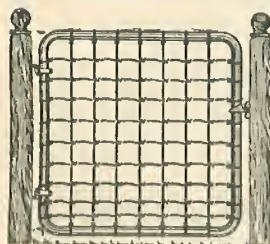
We ask you to judge the cost of this gate by the years of service you get out of it. We ask you to judge it from every angle, beauty of design, strength of material, and thoroughness of galvanizing. We leave it to your judgment.

All large single gates, 10 feet and under, contain a diagonal brace and one upright supporting brace—12 feet and over contain a diagonal brace and two upright supporting braces.

# It Took Many Years To Perfect This One Gate!

**H**ERE is our standard Farm Gate, designed for general farm use. The same quality of high carbon steel tubing is used and the same high grade of wire. There are no loose or plugged joints. They are strongly braced with upright and diagonal braces. Hinges and latches for the wooden posts are furnished without extra cost.

Style "B"



Price of Style "B"  
Walk Gates.

3½ or 4 feet  
high x 3½ feet  
wide ..... **\$1.75**  
4 or 4½ feet  
high x 4 feet  
wide ..... **\$2.00**

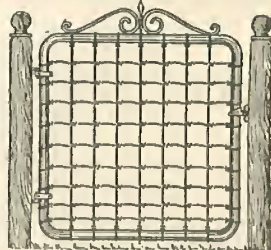
It took us many years to perfect this one gate, and we mean it. The wire is what we started to improve on so many years ago. Then came the improvement in the tubing and finally the perfect gate.

You need have no hesitancy about ordering this gate. It will please you or you can send it back.

Remember, we pay the freight on five gates or more, if ordered alone, or on even one gate, if ordered with 40 rods of fencing.

Prices include Hinges and Latch.

Style "BB"



Price of Style "BB"  
Walk Gates.

3½ or 4 feet  
high x 3½ feet  
wide ..... **\$2.25**  
4 or 4½ feet  
high x 4 feet  
wide ..... **\$2.50**

Style "B"



Price of Style "B" Drive Gates

4 or 4½ feet high x 6 feet wide.....	<b>\$2.75</b>
4 or 4½ feet high x 8 feet wide.....	<b>3.05</b>
4 or 4½ feet high x 10 feet wide.....	<b>3.35</b>
4 or 4½ feet high x 12 feet wide.....	<b>3.80</b>
4 or 4½ feet high x 14 feet wide.....	<b>4.35</b>
4 or 4½ feet high x 16 feet wide.....	<b>4.85</b>

Width of these gates is actual measurement between posts, we allowing for latches and hinges.



# General Purpose Farm Gate

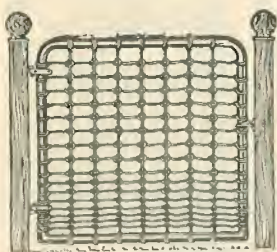
**BULL STRONG**

**POULTRY PROOF**

**H**ERE is a gate, designed to match up with any of our heavy poultry fences. It is made in sizes to meet every requirement. If you want uniform beauty—poultry fence and gates of the same trim design throughout your poultry yard, you can do no better than to purchase these close-mesh Poultry gates. Or they can be used as regular standard bull-proof drive or walk farm gates.

The frames are made of high carbon steel tubing,  $1\frac{1}{4}$ " outside diameter (1 in. in small sizes) in one continuous piece. All the joints are brazed—a method of joining or welding, which makes the frame absolutely rigid and watertight, so that moisture cannot rust it.

**Style "K"**



**Prices of Style "K"  
Walk Gates.**

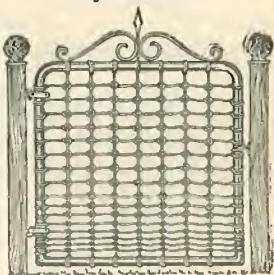
4 feet high x $3\frac{1}{2}$ feet wide...	<b>\$2.20</b>
4 or $4\frac{1}{2}$ feet high x 4 feet wide .....	<b>\$2.40</b>
5 feet high x 4 feet wide.....	<b>\$2.50</b>

The filling is all No. 12 Poultry Fence, with cross bars, 6 in. apart. This filling is carefully stretched into the frames with ends securely wrapped and tied. It is impossible for even the smallest chick to get through, as there are four  $1\frac{1}{2}$ -in. spaces at the bottom.

Every part heavily galvanized — frames, fittings and filling — absolutely rust-proof.

Furnished complete with latch and hinges, ready to hang. Note sizes and prices on this page.

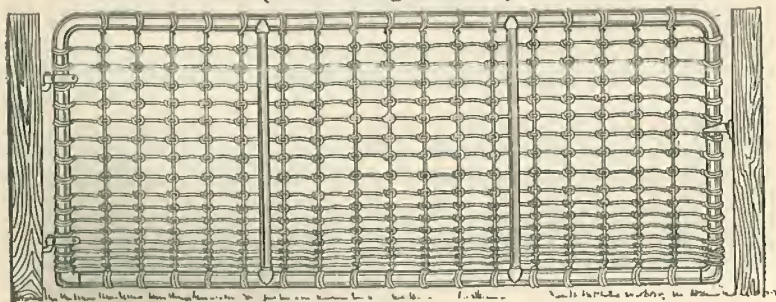
**Style "KK"**



**Prices of Style "KK"  
Walk Gates.**

4 feet high x $3\frac{1}{2}$ feet wide...	<b>\$2.70</b>
4 or $4\frac{1}{2}$ feet high x 4 feet wide .....	<b>\$2.90</b>
5 feet high x 4 feet wide.....	<b>\$3.00</b>

**Style "K"  
(Chicken-Tight Gates.)**



**Price of Style "K" Drive Gates.**

4 or $4\frac{1}{2}$ feet high x 6 feet wide.....	<b>\$3.35</b>
4 or $4\frac{1}{2}$ feet high x 8 feet wide.....	<b>3.70</b>
4 or $4\frac{1}{2}$ feet high x 10 feet wide.....	<b>4.05</b>
4 or $4\frac{1}{2}$ feet high x 12 feet wide.....	<b>4.50</b>
4 or $4\frac{1}{2}$ feet high x 14 feet wide.....	<b>5.05</b>

If you want a 5-foot high style "K" Drive Gate, add 25c to the price of our  $4\frac{1}{2}$ -foot Gate.

Prices include Hinges and Latch.

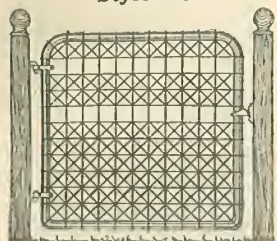
# A Special Gate for Service and Ornament!

**T**HIS gate is built especially for the farmer who wants to combine a more ornamental design with the same service and durability which can be obtained in any of the Brown Triple Galvanized Gates. The filling is extra close diamond mesh, and the bottom is square. You will note the upright braces, which make this gate strong.

Any farmer who has this gate can honestly say it beats his neighbor's, even if his neighbor paid 20% more than our price at a dealer's.

Our guarantee to refund your money applies to this gate as well as to our others.

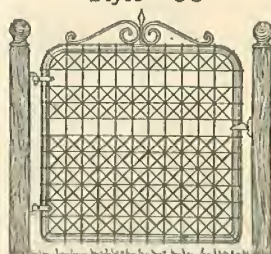
Style "C"



If you are not satisfied with it, simply return it. There will be no unpleasant correspondence, no dickering or arguing — just money.

Remember, we pay the freight on five gates or more, if ordered alone, or on even one gate, if ordered with 40 rods of fencing.

Style "CC"



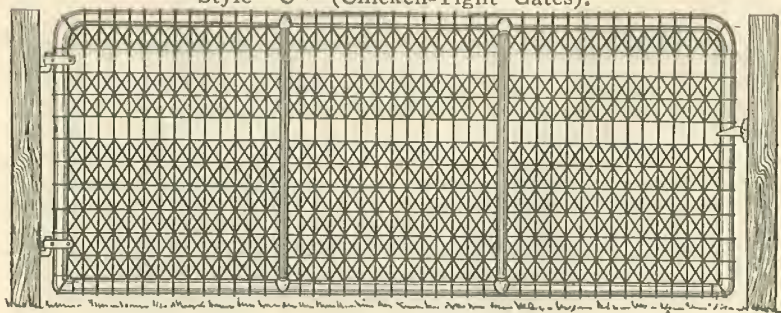
## Price of Style "C" Walk Gates.

Price of Style C Walk Gates.			
3½ or 4	feet high x 3½	feet wide.....	\$2.75
4 or 4½	feet high x 4	feet wide.....	3.00
5	feet high x 4	feet wide.....	3.10

## Price of Style "CC" Walk Gates.

Price of Style "CC" Walk Gates.			
3½ or 4	feet high x 3½	feet wide.....	\$3.25
4 or 4½	feet high x 4	feet wide.....	3.50
5	feet high x 4	feet wide.....	3.60

## Style "C"—(Chicken-Tight Gates).



## Price of Style "C" Drive Gates.

4	or 4½	feet high x 6	feet wide.....	\$3.85
4	or 4½	feet high x 8	feet wide.....	4.20
4	or 4½	feet high x 10	feet wide.....	4.55
4	or 4½	feet high x 12	feet wide.....	5.00
4	or 4½	feet high x 14	feet wide.....	5.55

Prices include Hinges and Latch.

Width of these gates is actual measurement between posts, we allowing for latches and hinges.



# Fence Builders' Supplies

## Brown's Post Hole Auger

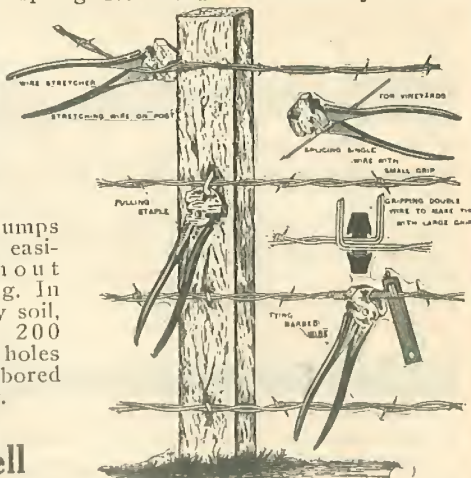
PRICE  
**\$1.35**



While we do not manufacture Fence Builders' Tools, we buy in large quantities and sell at a low price, for the convenience of our customers and friends.

For quick, easy work, digging post holes, nothing equals the Brown Post Hole Auger. The blades are made of spring steel and can instantly be ad-

justed to bore holes varying in size from  $7\frac{1}{2}$  to 11 inches. All the fittings are malleable iron — unbreakable. Dumps its load easily, without pounding. In ordinary soil, 150 to 200 3-foot holes can be bored per day.



**Russell**

## Pliers & Staple Puller, 70cts.

At some time or other you will have good use for this great combination tool—pliers, staple puller, wire cutter, splicer, etc., all in one.

It is well worth twice the price we ask—we make no profit on it—it is merely an accommodation to our customers, and friends who may become our customers.



## Brown Single Wire Hand Stretcher

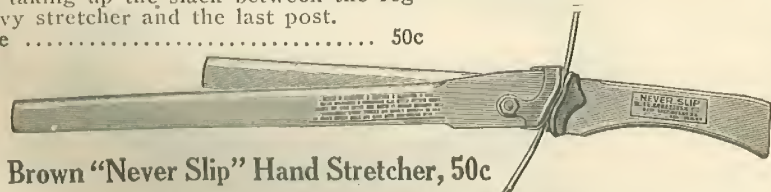
This stretcher is intended for stretching single strands of plain or barbed wire, and is not suitable for stretching woven fence, except for taking up the slack between the regular heavy stretcher and the last post.

Price ..... 50c

Any of  
these  
tools  
sent  
freight  
prepaid  
if order

## Brown "Never Slip" Hand Stretcher, 50c

is accompanied by an order for 40 or more rods of fence.



Brown Never Slip stretcher holds like a vise. Especially valuable when stretching fence from last post to anchor post and where short stretches of fence are put up. Can be used with any style of wire. Simple, durable, inexpensive.

For illustration and price of Woven Fence Stretcher see page 11.

# Brown Saves You Money on Barb Wire, Staples and Brace Wire

For Prices See Separate Wire Price List



**Extra Heavy 4-Point Hog and Cattle.**

Hog-Barbs, 3 inches apart. Cattle-Barbs, 5 inches apart. Supplied in 80-rod spools.  
Made of double strand No. 12 Galvanized Wire.



**Fence Staples.**

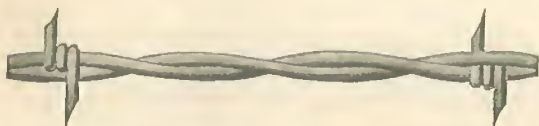
Made from No. 9 Wire.  
Furnished in following sizes:

1-inch, 108 staples to the pound.  
1¼-inch, 87 staples to the pound.  
1½-inch, 72 staples to the pound.  
1¾-inch, 65 staples to the pound.  
2-inch, 58 staples to the pound.



**Extra Heavy 2-Point Hog and Cattle.**

Hog-Barbs, 3 inches apart. Cattle-Barbs, 5 inches apart. Supplied in 80-rod spools.  
Made of double strand No. 12 Galvanized Wire.



**Special Long Distance Barb.**

Hog-Barbs, 3 inches apart. Cattle-Barbs, 5 inches apart. Supplied in 80-rod spools only.  
Made of double strand No. 14 Galvanized Wire.

**Brace Wire.**

For bracing posts. Sold at Brown's Direct-from-Factory low prices. No. 9 gauge galvanized Open-Hearth Wire—sold in 5-pound coils (about 85 ft.).



**All Brown's High Quality**



# How To Order -

PROMPT

SHIPMENT

FREIGHT

PREPAID

LOWEST

PRICES

HIGHEST

QUALITY

SAME

PRICES

AND

TERMS

TO ALL

Please do not write your order for fence in the middle of a long letter. Letters go to the manager for personal attention, while orders go directly to the shipping department in order to avoid delay. Write your order on a separate sheet of paper, and be sure to give the Catalog number of the fence you want. This is important.

We do not try to fool you with any so-called "30 days' trial" offer. What could you tell about a fence in a single month? Don't buy a fence that has so poor a reputation that you have to give it that sort of test. We give you the Brown Guaranty—as good as a Government Bond.

We do not, however, demand full cash with order, although most of our customers pay in that way. If your order amounts to more than \$10.00 you may send one-fourth ( $\frac{1}{4}$ ) of the amount of the order cash with order, and we will ship goods balance C. O. D. through your nearest bank or express office for collection. After paying balance of bill to the bank or express agent, you will receive the bill-of-lading and the freight agent will deliver the shipment to you.

We might explain our only object in requiring you to send an advance cash deposit is to protect us against a class of people who might order out of curiosity with no idea of accepting and paying for the goods when received, thus putting us to unnecessary expense for freight charges, which we pay in advance, teaming, handling, etc., which our low selling price will not warrant.

On orders for amounts of \$10.00 or less, we require cash in full with order. Or where there is no agent at railroad station or boat landing, we require full amount of cash with order.

## SPECIAL NOTICE.

At prices given in the catalog we pay the freight on 40 rods or more delivered to your nearest Steam Railroad Station. Should you be located on a boat landing add 1 cent per rod to catalog prices and we will deliver, all freight charges fully paid by us, to such landing. You must, however, send full amount of remittance with your order because C. O. D. shipments cannot be sent to boat landings.

Make all remittances by Bank Draft, Express or Postal Money Order or Registered Letter, payable to

THE BROWN FENCE & WIRE CO., Cleveland, O.

